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- No. 107. Centers are assorted fruit and flowers and scenes.
- No. 3195. Assorted tints on edge of plate, pink, green, and violet.
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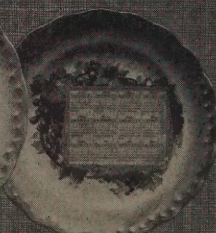
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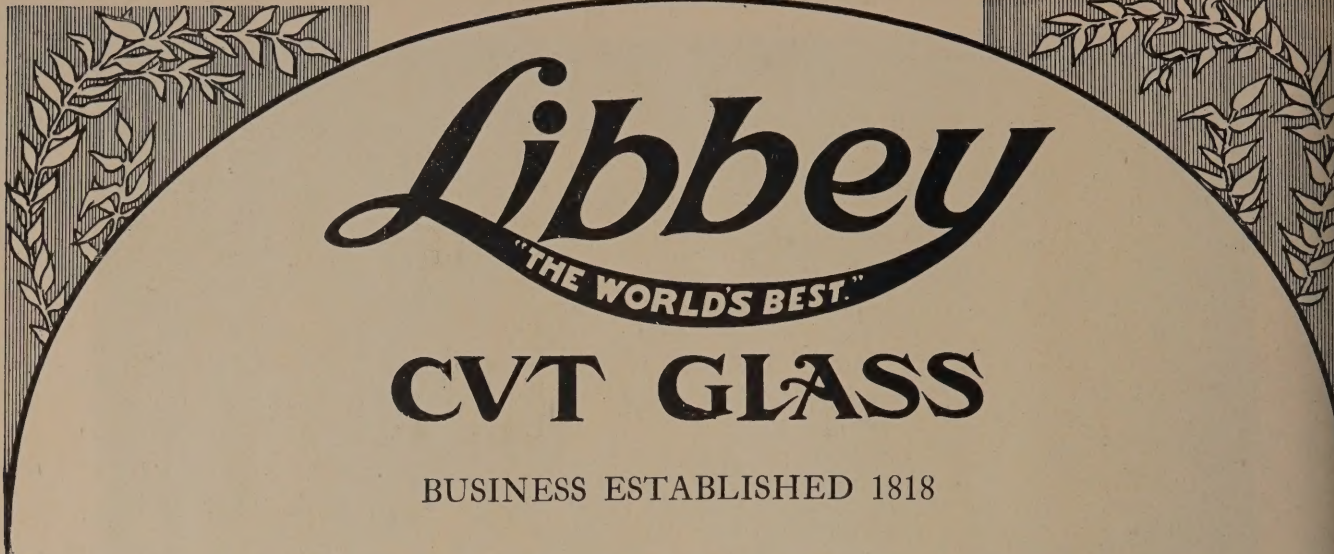
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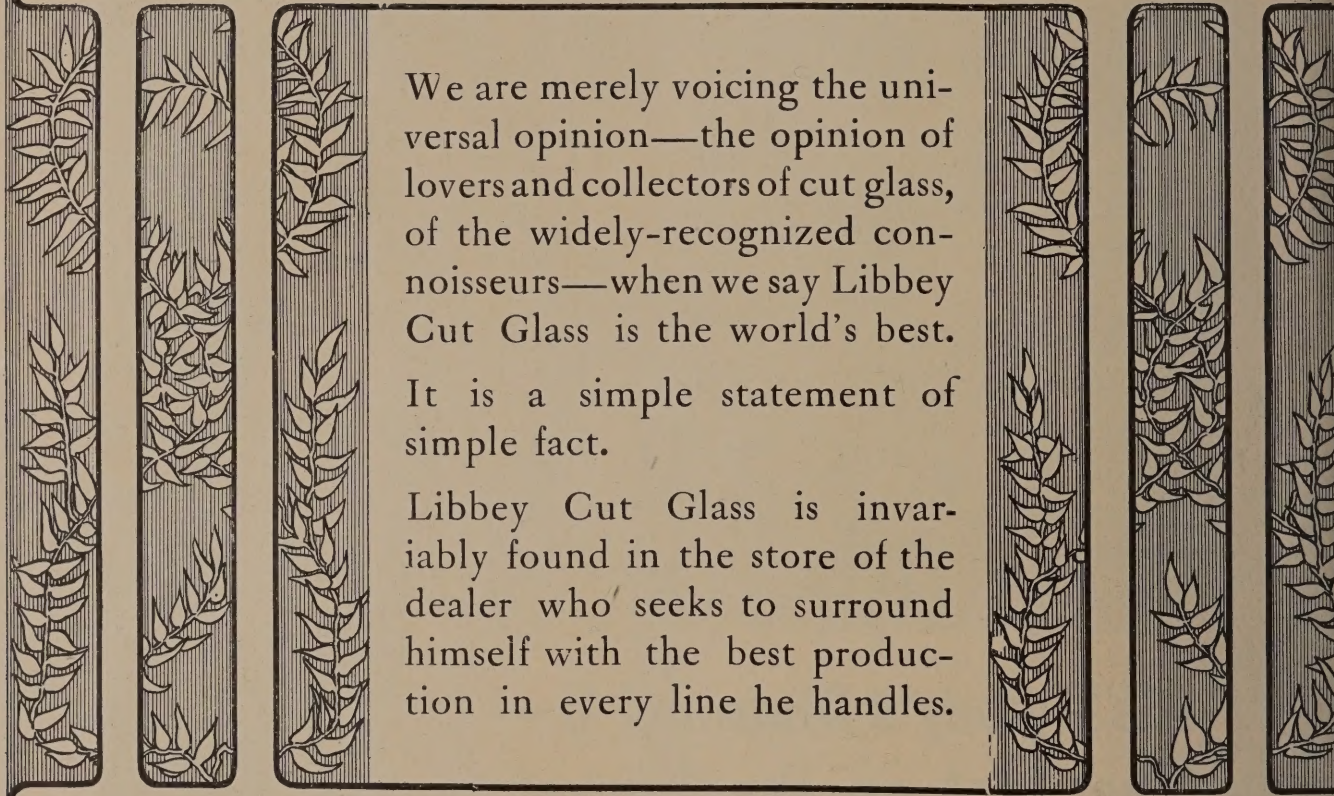


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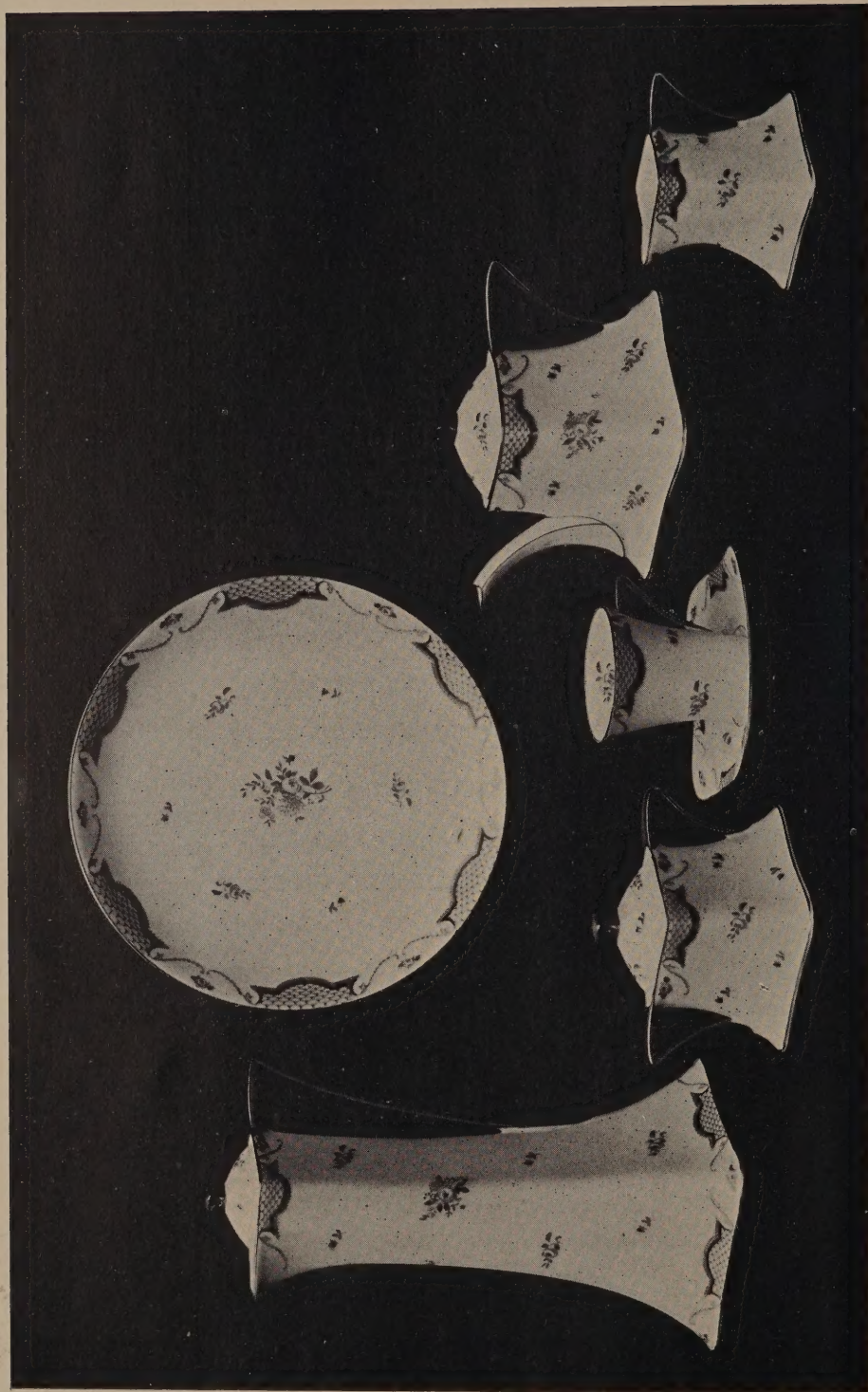
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AN EXCLUSIVE NEW SHAPE IN FRENCH CHINA, WITH OLD LIMOGES DECORATION—GEO. BORGFELDT & CO.

PHOTOGRAPHED SPECIALLY FOR
POTTERY AND GLASS

COURTESY OF GEO. BORGFELDT & CO.,
SIXTEENTH STREET AND IRVING PLACE, NEW YORK CITY

POTTERY & GLASS

VOLUME IV

FEBRUARY 1910

NUMBER 2



SIX UNUSUALLY RICH PIECES OF NEATLY DECORATED BACCARAT GLASSWARE—A. GREDELUE

OUTLOOK FOR IMPORTED GOODS

THOSE WHO DEAL IN FOREIGN MANUFACTURED WARES ARE SATISFIED REGARDING THE BUSINESS SITUATION—FOR THE NEW LINES THEY CAN FORESEE A PROFITABLE YEAR AT GOOD PRICES

THE period of the year has arrived when buyers in the wholesale trade have begun to appear in New York's wholesale district, to look over the liberally displayed lines of china and glassware that are presented for their especial benefit, and which are being sold for delivery in time for next fall's business. The showrooms appear gloriously attractive in their new dress, and, in fact, could not be made more inviting.

These showrooms convey the impression that very artistic work has been done in preparing the decorative features of chinaware, and especially does this apply to the nice dinnerware that has been produced. As to the decoration, the classy borders in flowers, vines and special designs—some including both—is par-

ticularly noteworthy, and again other decorations are much more profuse and cover a broader space than the mere borders.

The shapes include, not only those that have been recently shown in the pages of this magazine, but others that cannot, for obvious reasons, be shown at present. The full vegetable servers with broad sloping covers and curved handles, and others with handles bent up as part of the receiver itself, are among the new shapes that will be seen next fall on many a dining table where the best, only, ever meets with favor.

The imports in miscellaneous goods have not been anything beyond the ordinary, although "there is always something new under the sun."

The tendency this season is conservative



NOVELTY RAIL-PLATES AND SCOTCH MOTTO PIECES—ROBERT SLIMMON & CO.

buying, judged by the orders received from wholesale houses in the larger cities at all parts of the country. There is no wild dash for large quantities, but a steady buying in small lots. The dealers have been keeping a watch on their stocks and when they show indications of becoming depleted, send in their orders in time to get the goods from abroad in good season. The traveling men are being heard from and they report that the new lines are meeting with general favor and the conditions all that could be desired so early in the year.

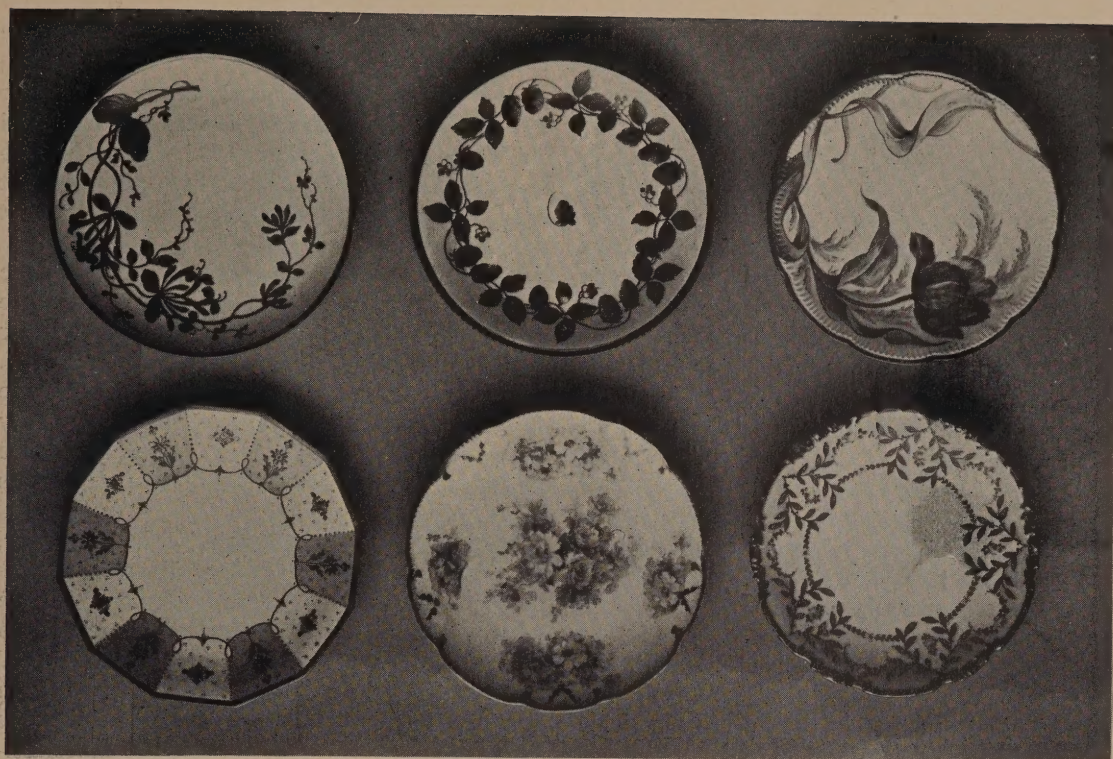
The great house of Geo. Borgfeldt & Co., Sixteenth Street and Irving Place, has the new display rooms filled with lately arrived goods in such quantity and variety as to be almost bewildering, even to the person accustomed to visiting large showrooms. Without wishing to speak at length of the layout of each floor, in this limited space, it is pleasant to refer to the magnificent and costly exhibition of the finest china that is shown on the third floor. The French goods occupy very broad space from side to side, with numerous windows that admit splendid light and good air, not to speak of the electric lights in rows the full length of the building that produce a grand effect against the pure white ceiling and walls, and the massive pillars. From side to side the sample counters stretch, each burdened with the choice import china of this season, with fine opportunity for showing every piece.

From the almost endless assembly of china from Limoges, any particular shape, design, or decoration among which, is unmistakably choice, one choice set was noted that had the appealing effect of being unusually dainty. Just a few pieces of these were borrowed to illustrate, in connection with the recent opening, and they are presented on a full page herewith. To describe them would be to say that they are made at Borgfeldt & Company's Lanternier factory. Their shape is original and odd, but each piece appears graceful, because made consistent in proportion to height and width, and with fine curves that give them an elegant, slender appearance. The decoration is an old Limoges combination of scroll effects, with bouquets and flowers, which illuminates them in the old fashioned way. The color is a delicate pink and has been most happily chosen. It is very pleasing as it appears on hard glaze. To say that this line is a favorite would be correct, but, better still, it would be to say that it is one of several favorites, all of which are being rapidly installed into the graces of discerning buyers.

A. Gredelue, importer of Baccarat glassware, 45-51 West Fourth Street, contributes six pieces that are among others of a 1910 representative line of exceptionally choice wares. Mr. Gredelue might have loaned any number of others entirely different from these, as his showroom contains a very large variety of goods in tableware and fancy goods. A piece



NOVELTY SCOTCH MOTTO JUG, COFFEE AND TEAPOT—ROBERT SLIMMON & CO.



BEAUTIFULLY DECORATED FRENCH PLATES—CHARLES L. DWENGER

regarded as being choice, because out of the ordinary, is a champagne glass with long stem. It stands one foot high, supported by a gracefully designed stem on a base with star cuttings. The cup, itself, is of light green glass, funnel shaped and is prettily decorated with neat cuttings. It is purely a French idea. Two tableware pieces are shown in the form of tall wine glasses. One is decorated with a wreath design, the other with a flower pattern. These are made of the finest transparent glass and are decidedly ornamental. A wine decanter is extremely artistic in shape, having fine lines from top to bottom and a neatly shaped stopper. The vessel is embellished with flowing branches. For shapeliness, although somewhat odd, is the tall water jug, an unusually classy bit of workmanship. It has a long, massive handle and is well balanced. It is not heavy, as one might suppose. Of the lot, probably the most pretentious is the vase. It is made of light green glass, heavily ornamented with gold, the decoration being oak branches and leaves in profusion. All these pieces are the newest of their kind and will hold the field for some time, if their selling quality is any estimate of their popularity.

A representative collection of pottery specialties that are having a strong, steady sale, are part of the regular lines carried by Robert Slimmon & Co., the importers of English wares, 96 Church Street. Among them are an odd lot of Scotch motto pieces. These include some of the most delightful conceits possible to

imagine, everyone bearing a motto from the land of heather, as coming from "Bobby" Burns, Scott or some other celebrity. From this fine line the lover of quaint ornaments can readily pick one or more to grace the mantle or shelf. These goods are particularly strong, because plain, quaint, unassuming and moderate in price. Six pieces were selected, and, as illustrated, give a very comprehensive idea of what the lot comprises. A tankard jug, 9 inches high, has been provided with green and dark brown decorations on a light body. The motto it bears is "O wad some power the giftie gie us, to see ousels as ithers see us." Next comes a three-handle loving cup, 8 inches high, with light body, having dark green and brown decorations and dark brown handles. The shape is decidedly unique and the motto, "Dae as the lassies dae, say no an' tak' it." A thing of quality is a flower holder with bulge top. It stands 8 inches high and has a light brown body, with dark brown, blue and green decorations; note the odd shape into which it has been moulded. As to the motto, it is this: "Be happy while you're living, for you're a long time dead." The broad-body vessel is called a barrel jug. It is but 6 inches high, light brown in color, with dark brown and green decorations. "Say weel is guid, but dae weel's better," is the motto it bears. The coffee pot stands 6 inches high and is light brown, with dark brown handle and spout and green decorations. "Ca' yer ain girr neer heed yer neebors," is the motto. And the last one is a

teapot, 4½ inches high, over which the Scotch lassies hold their gossip bees. In color it is light brown, with dark brown handle and spout, while the motto affixed is "Drown your sorrows in a cup of tea." Among the oddities in the Slimmon showroom, are a series of 10-inch rail plates for dining room ornamentation. The decorations are in blue on white bodies. Two of them are shown herewith and represent the general idea, although some represent serious subjects and busts of prominent personages. One of those presented is called "weather forecasts, boisterous abroad, indications very stormy at home." The other plate is a Dickens subject taken from "The Old Curiosity Shop." Around the border is inscribed, "Smoke away! never stop," "You can talk as you smoke." Daniel Quilp is seated in an arm chair enjoying a long smoke. These rail plates, like the Scotch motto pieces, are exceedingly popular.

The house of Charles L. Dwenger, 41 Barclay Street, has recently received a superb and very large line of fancy goods from France. A notable collection from the lot are the richly decorated plates that are displayed prominently in the showroom and there are at least seven distinct shapes among them, while the decorative ideas are confined one to each plate. It may be said of this new line that not in years has the firm been able to show anything nearly as fine, or artistic, and for that reason a large sale is predicted for them. Six of these plates, each a different shape, are presented, and there is no similarity between them, as referring to the decoration. Each plate is 21 centimeters in diameter. One shows a tulip and leaves, another strawberries, with vine and leaves; a very prettily decorated plate is that showing clusters of asters and leaves, while one of the best shows roses, with leaves and stems; the other floral plate displays a daisy, fleur de lis in blue and gold on a white body; another is a chosen idea of leaves and vines in gold. All the floral plate designs are in natural colors.

GLASS MELTING BY GAS

At Bradford, Pa., in 1883, the first pot of glass was melted in this country by natural gas. William D. McCartney, who afterward became president of the Bradford Window Glass Co., was the man who superintended the work. In 1884 Mr. McCartney made a six weeks' run of window glass, operating one eight-pot furnace with natural gas.

According to Benjamin Franklin, great talkers are little doers. Nobody ever made a success just by telling what they were going to do. This is an age of "show me" and we think most of the fellows who say nothing and saw wood.

HAVILAND & CO. SUSTAINED

The United States circuit court of appeals has handed down its decision in the Haviland china case pending since 1906, sustaining the contention of the importers that the value at which their wares were entered was the correct dutiable value.

Board No. 2 of the appraisers advanced the value of Haviland & Co.'s china from France about 118 per cent. and all of their goods for six months were seized for undervaluation. After a long fight General Appraiser Waite sustained the entered value, but on appeal by the government to a board of three an advance of 26½ per cent. above the invoice value was made.

Haviland & Co., through their attorneys, Masters & Levett, and Ivins, Mason, Wolf & Hoguet, attacked the reappraisal on the ground that it was illegal because there was no evidence to sustain figures to which the board had advanced the goods. This action was taken by means of protest against the collector's liquidation. The protest was sent to the classification board of general appraisers and this board sustained the importer's claim, which resulted in establishing the entered value as the correct dutiable value.

The case was then appealed to the United States circuit court by the government and in January, 1909, Judge Martin affirmed the classification board. The government filed a further appeal to the circuit court of appeals and the case was argued in December.

HAVE YOU SEEN MR. GREENING?

If any of the readers of this magazine know of the whereabouts of one Greening, first name supposed to be Samuel, or, if they know of such a person having died within the past five or more years, information concerning him would be appreciated by his nephew, David Greening, care Prestley and Nesbit, counsellors at law, Pittsburg, Pa.

Mr. Greening is reputed to be, or was in the pottery business and it is thought probable that some one in the industry might be able to impart some information that might lead to locating him.

M. KAHN COMPANY'S GIFT

Fire Chief Swingley, of the St. Louis fire department, has received a check for fifty dollars from the M. Kahn Glass Co., for the firemen's pension fund, in recognition of the work of the firemen at a recent conflagration, in protecting the company's warehouse, and especially in preserving its records.

AMERICAN CERAMIC SOCIETY MEETS

BY A STAFF CORRESPONDENT

THE annual convention of the American Ceramic Society, held at the Seventh Avenue Hotel, Pittsburg, Pa., opened Monday, February 7, with more than customary enthusiasm. Year by year it has been asked if the pace could be maintained and yet it grows more and more rapid. The effort to secure the attendance of the men from East Liverpool and vicinity has been successful only in part.

Among those present were: William Allen, C. C. Ashbaugh, Albert Corns, W. E. Cumming, De Witt Irwin, William Louthan, J. W. Manor, R. G. Meakin, J. J. Purinton, J. Sant, Jr., W. G. Stevenson, John Stamm, Oliver Vodrey and W. E. Vodrey. There were present also, William Tritt, of Crooksville, O.; Ernest Mayer, A. E. Mayer and Herford Hope, of Beaver Falls, Pa.

The men who have been prominent in the society from the first are still to the fore. Professor Orton should be named first, of course. Without his enthusiasm and wise guidance, the society could never have attained its present quality. He is one of those whom age does not distress nor toil dismay. Then there is Bleining, too, the active, persistent worker, always ready to take time and pains for the discussion of some moot point. We must not miss Binns and Purdy, who always find some subject for close debate, but, as between good friends, there is never anything but the best feeling. Burt, of Rookwood, is in receipt of congratulations, both upon the splendid work of his firm in the Norse Room of the Fort Pitt Hotel, and upon his approaching marriage. Stover seems always ready for discussion and ready to uphold the interests of the "practical man." And so on down the list of the old guard.

One of the most encouraging features of the work of the society, is the rapid advance of the younger men. The program was full of the names of those who are beginning to take up the burden, so that the future is big with the promise of life.

The newly elected president is Dr. Heinrich Ries, of Cornell University, a man whose name is a household word to those who are studying clays. The vice-president is Richard R. Hice, the recently appointed State Geologist, of Pennsylvania.

The literary program was opened by Professor Binns, in a paper entitled "A Plea for Bone China." The speaker said that he would depart somewhat from the procedure, usual at these meetings, in that he would not present the result of any special line of investigation, but wished to set forth the claims of bone china to the attention of American potters. He re-

viewed the difficulties which were presented in the manufacture of this ware and discussed the remedies. The large importation of English wares presented a problem for the American manufacturer and this competition could only be met by the production of wares of equally high grade.

This was followed by a paper by A. E. Mayer, on some manufacturing losses and their prevention. Losses due to biscuit placing and firing, to bad potting and to dipping, glost placing and warehousing were discussed. A "ropy" glaze could be cured by the addition of a small quantity of magnesium sulphate to the dipping tub.

This paper gave rise to a lively discussion upon "dunting" and various opinions were expressed. Mr. Ashley pointed out that the dunt almost always started from a minute clay crack. Mr. Simcoe contended that this might arise from imperfect plugging of the clay. Prof. Binns and Mr. Stull declared that the body mix was usually at fault, too high a content of flint being responsible.

Mr. Ashley, who is now in the Government testing laboratory, followed with a paper upon the requirements of pottery materials, in which he discussed fully the characteristic properties of clays and other ingredients, and showed how tests might be made. He stated that a rather coarse flint gave a stronger clay and resulted in less biscuit loss, a statement which was vigorously debated. If any one material could be accurately gauged by a chemical analysis, it was the spar. English ball clay was more easily vitrified than most of the American clays, but it always contained a large quantity of dirt. To detect the dirt in a china clay a small quantity was shaken in a glass tube with plenty of water. If the tube were then held horizontally above the head the dirt could be seen. He was of the opinion that ball clays should be fine in grain, china clays coarse. The size of grain could only be ascertained by the process of elutriation.

Mr. Ashley's discussion of glaze materials provoked a lively debate upon the relative value of Tuscany and crystal acid. The speaker stated that one hundred pounds of brown Tuscany acid could be profitably replaced by seventy pounds of white refined acid and fifteen pounds of borax. He had, himself, made this exchange with satisfactory results. The remaining fifteen pounds in the Tuscany acid consisted of impurities which were best left out.

A case was cited by a member from East Liverpool where the use of crystal acid had

apparently caused a rough surface of the glaze. The subject is evidently one which interests the potters greatly. There was also a discussion, led by Mr. Mayer, upon the use of zinc oxide in glazes. This is an exclusively American practice and nobody seems to know why it is used.

Mr. Weelans followed with a useful paper on standard tests of finished wares. He spoke of the unsatisfactory nomenclature in use, in which there was no relation apparent between the product and its name. It was argued also that there was no standard series of tests upon which specifications could be based. As a result of this paper there will probably be a committee formed to consider the matter of standard tests.

Mr. Herford Hope, of Beaver Falls, read a paper on molds, which was valuable and full of suggestion, but was of such a technical nature as to be impossible to abstract. The afternoon session was brought to a close by a second paper by Mr. Ashley, the subject being "Tests of Sagger Mixes." The speaker showed, by means of a stereopticon, several diagrams and tables of figures which explained the tests and the results reached. Briefly, the view was, that a coarse grained clay, as determined by elutriation, of high plasticity, as expressed by the colloidal matter, was the best for sagger making. The grog should be large, both in grain and quantity. Mr. Ashley's method for determining the colloidal matter of clay has already been published in the Society's Transactions.

Mr. Simcoe spoke on the subject of sagger making and also upon dust press wares, in which work he had collaborated with Mr. A. E. Smith. A number of experiments were explained in which the material varied from plastic to non-plastic. The working of the clay mix as to grinding and pressing, was shown. It was found that gum tragacanth added to a tender body enabled successful pressing to be done. Oil had also been used in this way.

A lively discussion upon pugging followed upon a second paper by Mr. Simcoe; the general view seemed to be that the pug mill was capable of much improvement.

Mr. Cowan's paper on Ceramic Education was a broad consideration of the educational question, as applied to vocational training. He advocated the establishment of trade schools and the correlation of this work with that of the ceramic college.

Dr. M. E. Wadsworth, dean of the School of Mines, of the University of Pittsburg, took part in the discussion and spoke of the methods employed in the school under his direction.

The subject of boron was brought before the society in two papers. One, a contribution

from Germany, by Felix Singer, of Bunzlau, the other by R. T. Stull, of the University of Illinois. Boron is familiar to potters under the form of boric acid, and two years ago it was contended by Professor Binns that this substance behaved in a glaze like alumina and not, as had always been supposed, like silica. In the main both of the papers referred to, corroborated Professor Binns' statement, though there were many points upon which the reactions seemed uncertain.

The field of glass manufacture was entered upon by Dr. Silverman, of the University of Pittsburg, and by Mr. R. L. Frink, of Lancaster, Ohio. Dr. Silverman advocated the employment of a chemist in the glass manufactory and claimed that such a man could save many times his salary by checking the quality of materials and eliminating losses.

Mr. Frink discussed the necessary properties of glass for satisfactory manufacture.

TIMELY TECHNICAL TOPICS

At the moment of writing we are in attendance at the meeting of the American Ceramic Society in Pittsburg, and, unfortunately, we are compelled to go to press while that meeting is still in progress.

From the report which will be found in another column it will be seen that matters of unusual interest to potters are under discussion. We have never seen, moreover, a better attendance of pottery men nor a greater enthusiasm among them.

It has been our custom, however, in this column, to say exactly what we think and we shall continue to do so. The editor has no difficulty in surrounding himself by a group of men and taking part in a brisk debate. This is enjoyable but unsatisfactory because of the lack of time.

As the party breaks up we usually point to the premature conclusion and suggest that those interested write their questions for discussion in these pages. All readily assent that this is "a good idea."

But is it carried out? Not on your life! About two years ago we printed a number of postal cards addressed to our office. These were distributed among the managers of the large potteries with the suggestion that questions be jotted down and mailed. Will it be believed that not a solitary one of those cards has ever found its way home?

It is impossible in meetings such as this to bring about a complete discussion of any subject. The most that can be done is to get at the other man's point of view. This secured, it is an easy matter to put the points in writing.

We hope to be able to publish in full some of the more interesting papers as they appear

in the transactions of the society. Meanwhile there were many debatable points raised which may be discussed with profit.

The fineness of materials, the use of Tuscany boric acid, the use of zinc oxide and many other vital subjects are coming up. These we will pursue as opportunity allows, but we rely upon the manufacturers to help out.

RECENT LUSTRE POTTERY

IT is not at all surprising that in a scientific age some of the most successful artistic achievements should be in crafts and manufactures where chemical experiment plays a very important part, says the *Journal of the Royal Society of Arts*. Artists and men of science do not always understand each other very well, but the man of science whose researches enable him to produce something really beautiful is, they must admit, a very good friend to art. The branch of industry in which art and science have of late years walked most peacefully hand in hand is perhaps pottery manufacture. It cannot, of course, be contended that any very large proportion of the output of the pottery trade in this or any other country is really artistic; but there is no doubt that the direct outcome of increased chemical knowledge has been the production of beautiful wares, some of which, like the various types of crystalline glazes, are really new, whilst others, like lustre, are the revival of an art that was long lost. The sort of boom in crystalline glazes which followed the last Paris Exhibition seems for the moment to have come to an end. It appeared apparently only to a very limited public. There is, indeed, some very charming work being done in these kinds of glazes, but the attention of manufacturers seems just now to be directed rather towards lustre. There are several firms making lustre ware of various kinds, but the exhibit of the Pilkington Tile and Pottery Company at the Franco-British Exhibition last year, which included a large show of painted lustre, marked a very definite step forward in the development of lustre painting. It is one thing to get lustrous effects of one sort or another; it is a very different and much more uncommon achievement to paint in lustre patterns and figures which, with all the wealth of ever-changing color, are clearly and precisely drawn. It is therefore very interesting to see that, instead of resting content with what was accomplished last year, the firm has been still further developing this kind of work. Not only have they increased their range of colors—some of the deep strong blues now being made are really fine, and the delicacy and brightness of the newest green is quite wonderful—but they have had, further, the happy idea of painting a thin coat of slip under

the glaze, which strangely changes the whole quality of the color. Sometimes the inner surface of a bowl is completely coated with slip while the outer surface is glazed in the ordinary way, and this results in a very pleasing contrast of effect. An equally pleasant contrast on the outer surface of a vessel is obtained by coating only the neck or some prominent portion of the ornament. The undercoating of slip, without taking from the lustrous effect, adds considerably to its delicacy, and it produces always a very subtle variety to the quality of the color.

In the direction of modelling in combination with lustre a good deal has been done in the last year. One of the largest recent pots is enriched with a St. George and the Dragon in comparatively high relief, whilst some of the vases have bulbous necks decorated with modelled ornament, and higher relief than heretofore is used in some of the tiles. It is, no doubt, very easy to overdo relief in pottery. If the artist does not exercise a good deal of self-restraint, his work may get lumpy and coarse before he is aware of it, but of the suitability of a modelled surface to the display of lustre color there can be no manner of doubt. For one thing the glaze, melting as it does in the fire, runs off the parts in high relief and collects in little pools, as it were, in the background, which leads to an astonishing variation in the depth of the color. Then, the unevenness of the surface, which catches the light of all sorts of angles, not only enhances the effect of the lustre, but adds greatly to the variety of its tone. There may be room for objection to modelling on vases on the ground that, modest as it may be in its early stages, it will probably end in excess; but the objection could hardly be urged by the most bigoted critic with regard to tiles, whilst it would be difficult to imagine more beautiful color than that produced by the play of the firelight on modelled lustre tiles.

GENEROUS TRENTON POTTERS

To show their appreciation for what the institution has done for them during the past year in affording treatment, the employees of the Delaware Pottery, Trenton, N. J., recently donated \$21 to Mercer Hospital. It was just a little contribution from the men, who wished to do a kindly act for the splendidly managed hospital that cares well for humanity.

IMPORTS AT PORT OF NEW YORK

Week Ending	China	Earthenware	Glassware
Jan. 8.....	\$40,941	\$ 5,527	\$22,641
Jan. 15.....	34,790	14,835	25,034
Jan. 22.....	103,190	19,490	30,755
Jan. 29.....	72,209	14,012	38,875
Total	\$251,130	\$53,864	\$117,305

THE BRASS GOODS MARKET

DEALERS DECLARE THAT THEIR POPULARITY IS INCREASING—NEW IDEAS INITIATE THE SPRING TRADE AND BOTH MANUFACTURERS AND AGENTS BELIEVE THEY WILL BE WELL RECEIVED

FOR the past two months there has been silence in the brass goods industry, all of which was due to the fact that the long list of specialties had run their race and the factories were working on the new things for the spring season. January was stock-taking time, too.

The brass goods trade is somewhat eccentric at times and an idea that will catch the fancy of buyers at one time falls flat when offered later on. As brassware becomes more thoroughly entrenched in the good graces of the public the skill of the workmen, coupled with many a good suggestion, is, naturally, the means of producing a choicer variety to select from.

From information received first handed from the producers, it is apparent that the new goods are superior to any that have been turned out in past years, and, judged from what has been seen at the various agencies, the statement is correct.

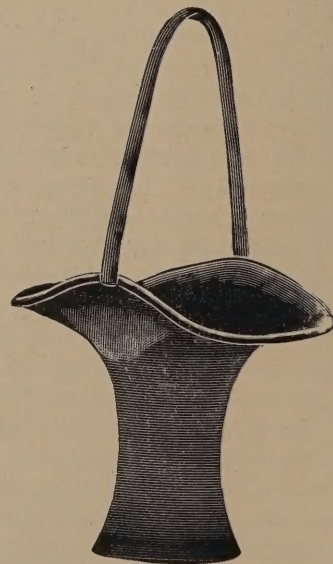


HAND CARVED ELECTRIC LAMP—GEORGE C. LYNCH COMPANY

The George C. Lynch Co., 333 Fourth Avenue, has expanded greatly in the production of brass goods this season and their showroom is replete with a line of samples very much more attractive than this house has heretofore displayed. More than 500 different styles are represented in the Lynch assortment and lamps so many, of the high-grade kind, only, as to furnish a larger lot to choose from than were

ever displayed before; in fact, no house dealing in lamps can show a more varied lot of the better kind. Hand-carved wood electric lamps are very strong with the Lynch Co. One of these is illustrated and is a particularly artistic type, showing the neat work of the hand carver. It is posed on four bases, slopes gracefully to the top of the stem and is equipped with an elegantly fluted green china silk shade, with extra heavy 5 inch fringe, at the bottom. The finish of the lamp is antique gold and color. Two umbrella jars are shown also, one being round, the other square. The designs chosen are original and show a high degree of art, as may be noted by a close examination. The jars are built of antique brass, all in hand chases and repousse, brush finish, a type very conspicuous among the choice brass goods dealt in by this house.

Among the new goods in the brass world that have been gotten out with great care and with a view to quiet artistic taste, is the large line of Lehman Brothers, of New York City, whose exclusive agents are C. B. and J. Warner, 47 Warren Street. An idea of the size of the stock manufactured can be imagined, when it is stated, on authority of the agents, that it includes 500 numbers. The Warner sample room affords ample space to examine the goods thoroughly, they being displayed near a strong light. A pretty piece of brasswork is presented in the form of a flower basket. It is absolutely without decoration, being one of those dignified articles that continues to make



BRASS FLOWER BASKET—LEHMAN BROTHERS

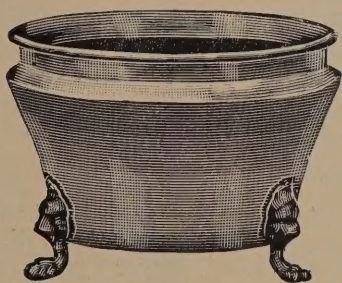
POTTERY AND GLASS

and hold friends, because of its modesty and lack of pretention. It comes in several sizes; the one illustrated is known as number 6. The ever popular fern dish will share favor with its associates this season and for that reason a cut of one of the choicest is given. There is no embellishment whatever attached to this dish, but its shape is most commendable. The



ANTIQUE BRASS UMBRELLA JAR—GEORGE C. LYNCH COMPANY

body is beautifully rounded and concludes with a graceful curve at the upper rim. The legs are short and have been placed well under the bowl where they are not conspicuous. The cut shows what is known as size 8. There are half a dozen sizes in these dishes. Jardinieres are to be made with a liberal display of shapes and decorations. Nothing appears to hold the fancy



A UNIQUE JARDINIÈRE—LEHMAN BROTHERS

of connoisseurs to a greater extent. The Warner assortment is a fine one—in fact, the finest yet—the agents say. An exceptionally classy jardiniere is illustrated here, to show something of unique shape. It is a decidedly attractive creation and is shapely enough to

have excited general admiration. The idea of bringing out the body to project slightly beyond the upper rim, has been happily conceived and the upper rim, itself, raised above the body, gives the vessel an appearance more conventional than is usually seen in jardinieres. Size 3 is indicated in the cut, but this style comes in several sizes. The Warner line of brassware consists of both hammered and spun goods.

Quite a number of new shapes and decorations, as well as many plain pieces, have been introduced in the large line made by the Russian Antique Importing Company, 118 Walker Street, for which Richard Kohn, at 32 Park Place, is sole agent. Three representative pieces may be described in detail, they being regarded as very fine. An umbrella stand is 24



ANTIQUE BRASS UMBRELLA JAR—GEORGE C. LYNCH COMPANY

inches high and 9 inches in diameter; it is made of hammered brass, with three one inch wide copper rings at the top, bottom and center. The handles are attached to lion heads. They are finished in dull and polished metal. A shapely jardiniere is one of the many of these popular vessels; it contains the novel feature of having three copper legs and is ornamented with three lion heads. The height is 17 inches and diameter 12 inches.



PLAIN BRASS FERN DISH—LEHMAN BROTHERS

GLIMPSES OF GLASS HOUSES

INASMUCH as it has been already stated that the glass manufacturing industry has been progressing of late by leaps and bounds, it can only be added that there does not appear to be any likelihood of the good times decreasing. A rare good feeling prevails everywhere, and, while satisfactory orders are coming in, the prices have reached a limit that gives the producers an incentive to look for additional business.

The cut glass makers will turn out a much better product than heretofore and already some styles and decorations have appeared that caught the fancy of buyers as soon as they were placed on the counters of the showrooms. This refers to fancy goods, as well as tableware. The art of engraving seems to have reached a very high plane, as applied to glassware and the manufacturers who have been fortunate in placing on the market their new ideas are destined to reap a rich harvest this season.

New goods in new designs, shapes and decorations, are found at all the agencies and are not only creating a stir, but buyers have to think well and frequently before giving orders.

Newark, O. — A. H. Heisey & Co. have opened a Chicago branch office in the Heyworth Building, 42 Madison Street, which is in charge of W. S. Redfield. A complete line of the high-class, favorite goods, made by this company, can be found there.

Millersburg, Pa. — The Millersburg Glass Co., through J. W. Fenton, has, after years of costly experiment, evolved a new kind of glass, which has been called "Radium." It is not only extremely brilliant, but contains all the beautiful colors that may be seen when the sun shines on an ice-laden tree. New lines of tableware and lighting goods are to be made from this radium glass.

Cincinnati, O. — The Sterling Cut Glass Co. has made additions to its plant, which will enable the output to be materially increased. It is the company's intent to produce a number of new shapes and cuttings.

Moundsville, W. Va. — The Fostoria Glass Co. has planned to build an addition to its plant, for service as an office and display room. The new addition will consist of a three-story brick building, in the erection of which several thousand dollars will be spent.

Rochester, Pa. — The Beaver Valley Glass Co., which has been busy erecting a new 14

pot furnace, is about ready for operations. This will give the company a capacity of 26 pots and the facilities for manufacturing an added new line of tankards and specialties, besides a complete assortment of stemware.

The Rochester Tumbler Co. has increased its capacity to 26 pots. Two furnaces are being used on blown ware and one on pressed. Some new decorations in etched goods will soon appear.

Corning, N. Y. — The Court of Appeals has handed down an important decision. It favors the Corning Cut Glass Company, in the use of its corporate name over the Corning Glass Works, which sought to have the cut glass company enjoined from using its name, claiming that it was so similar that it worked injury to the glass works in the trade. The cut glass company has won in the various courts and it is believed that the Appellate Division will put an end to all litigation.

There was a strike recently at the works of the Hunt Cut Glass Company, but news from the scene of trouble, was to the effect that the differences had been adjusted in a satisfactory way.

The H. L. Dixon Co., of Pittsburg, has just completed a new 16-pot regenerative furnace for the Steuben Glass Co., cut glass manufacturers of this city, at which glass making will be commenced in the near future.

Elmira Heights, N. Y. — At the annual meeting of the Enterprise Cut Glass Co., held recently, the following officers were elected for the ensuing year: George E. Gaylord, president; Dr. P. B. Peterson, vice-president; M. Bennett, treasurer; M. Spencer, secretary.

Cincinnati, O. — At the annual meeting of the Sterling Cut Glass Co., C. D. Lauer was elected president. Additions have been made to the plant and the output increased. J. H. Johonnot has been added to the firm and is in charge of the sales and manufacturing department.

Honesdale, Pa. — The Wayne Cut Glass Company has elected the following officers for the ensuing year: President, T. S. Brown; first vice-president, Mayor John Kuhbach; second vice-president, John H. Weaver, Jr.; treasurer, John H. Weaver, Sr., and secretary-manager, J. A. Kimble.

Bridgeville, Pa. — The John B. Higbee Glass Co., which started operations two years ago last September, has increased its capacity twice since then. A new furnace was placed in

operation last year, and now it is announced another is to be built, plans for this improvement now being worked out.

☛ ☛ ☛
Montrose, Pa.—The factory here where cut Glass was manufactured up to a short time ago, and which afforded employment to many persons, has been taken over by a party of Pittston, Pa., who will manufacture chisels.

☛ ☛ ☛
St. Charles, Ill.—A coal famine here recently compelled Heinz Brothers to shut down their cut glass factory for nearly a week.

PERSONAL

Henry Creange, the importer, is back from abroad, after one of the quickest trips he ever made.

James B. Boote and Harry Seixas, arrived here last week by the Cunarder *Mauretania*, from a visit to England and the potteries.

Edward P. Evans, Managing director of the Royal Worcester factory, who has been here and in Montreal visiting, has returned to England.

Simon Hamburger, resident purchasing agent at Berlin, Germany, for the new toy department of the Geo. H. Bowman Co., sailed recently to assume his duties.

Otto Goetz and his son Frank, of New York City, sailed January 25, for abroad, to be gone until the latter part of March. They will visit England, Germany and France.

Herman C. Mueller, head of the Mueller Mosaic Company, has been named as one of the trustees of the Trenton, N. J. School of Industrial Arts, by Gov. J. Franklin Fort.

W. H. McGee, who has held the position of superintendent of the Jefferson Glass Works, at Follansbee, W. Va., for a number of years, has severed his connections with the company.

Herbert R. Clark, formerly with the J. D. Bergen Co., Louis Ambery and Brill & Co., New York City, has joined the force of A. B. Marryatt and is traveling south with the Pioneer cut glass line.

Robert R. Grenell, formerly with the lamp house of Edward Miller & Co., has associated himself with F. A. Hess, in the management of the New York City showroom of the Goodwin & Kintz Co., 25 West Broadway.

Edward C. Stewart who since 1896 has been superintendent of the Atlas factory of the Hazel-Atlas Glass Co. at Washington, Pa., has tendered his resignation. Mr. Stewart's health has been impaired from over-work and it is his intention to devote some time in an effort to recuperate.

The ups and downs of life keep a man from getting rusty.

PERMANENT POTTERY EXHIBIT

A permanent exhibit of domestic pottery is to be created by the Art and Design Committee of the United States Potters' Association and installed in the Museum of Carnegie Institute, Schenley Park, Pittsburg, Pa.

W. J. Holland, director of the Carnegie Institute, has addressed the following to Col. W. A. Rhodes, as chairman of the Art and Design Committee of the Association:

"We desire in the new gallery, which is being opened at the Carnegie Institute, to make a display illustrative of the fictile art in America, and we should be especially glad to secure specimens illustrating the art as it has developed itself within the region of which Pittsburg is the metropolis.

"Such an exhibit cannot fail to possess great interest, not only for the students, but for the public at large. As you know over 500,000 annually visit our museum and there are few places in America where such a display would have a greater educational value. I trust that a general interest among the manufacturers may be awakened in this permanent exhibit."

Assisting Col. Rhodes in creating this exhibit, which will have a three-fold purpose—historic, art and commercial, will be George C. Thompson, formerly president of the United States Potters' Association, and Daniel J. Smith, of the Smith-Phillips China Co.

NEW INVENTION FOR POTTERS

What promises to prove a time and labor-saver to those engaged in the manufacture of pottery, is the new machine recently constructed and patented by Geo. W. Clark, head salesman for the Laughlin Pottery, East Liverpool, O., and William Polk, also a resident of that city.

This invention was designed for the brushing and dipping of flat bisque ware and the mechanism is propelled by a small steam engine. The bisque ware is fed into the machine by one person and taken out by another. A cog-chain, attached to which are flat, copper-wire receptacles, placed at intervals of a short distance, is used to carry the ware through a large cylinder about 15 feet in length and several feet in diameter, in which are many loose bit-stones, which keep dropping on the ware as the cylinder revolves around the chain. This process brushes and cleans the ware even better than it could be done by hand, as is now the custom. After coming out of the cylinder and while yet in place on the traveling chain, the ware is carried into a glaze, the many receptacles on the chain allowing the work to be done very rapidly. The piece of crockery is then ready to be unclamped from the chain by the second operator.

GATHERED IN GOTHAM

THROUGHOUT the district the feeling has greatly improved since the buyers began to arrive and are visiting the market. Although some of the samples from abroad were belated they all got here in time to be displayed before the buying season opened.

The domestic people are feeling cheerful because they expect to do a good business with the new samples received, especially the dinnerware goods. It is safe to refer to the glass agents as the most self-possessed of all, because their business has been good right along and is improving all the time. Glass is the real article nowadays and that means all grades of glass.

The makers of brass goods, of which there are many right here in Gotham, are full of optimistic predictions for a long and profitable season and what one hears about the district would appear to justify this conclusion. The lamp trade is quiet at present. Orders received are from those who are merely keeping up their supply. No more new goods until late in spring.

Most of the traveling men have departed with trunks well laden with new samples and there prevails a sort of satisfied feeling that trade is to be excellent.

Half a dozen, or more, new shapes and decorations in semi-vitreous porcelain dinnerware, are being shown by Doctor & Solomon, 25 West Broadway, agents for the Edwin M. Knowles China Co., of East Liverpool, O. This is a very high-grade line of goods and the decorations are particularly good.

James P. Gordon, who has been with the old china importing house, the Jones, McDuffie & Stratton Co., 33 Franklin Street, Boston, for a dozen years, has opened a salesroom at 25 West Broadway, as representative here of that firm and has sample lines of china goods known as "potteries of all countries." The room has been beautifully fitted up in white, with electric light effects, and shows the wares off to fine advantage. The china carried is all imported, coming from England, France, Germany, Austria, Italian, Japan and China and affords buyers an unusual opportunity to compare the products of the different countries.

A great many of the local agents have been on to Pittsburg enjoying the pottery and glass exhibition that has been so successful this year. The consensus of opinion is, that the business done has more than justified all the expense that the various exhibitors were put to.

William Darmstadt, one of the old timers,

who has been with W. B. Dean, at 43 Murray Street, so many years, and was later with Julius Housman, number 4 Fourth Avenue, located with O'Beirne Brothers, 319 West Forty-second Street, on February 1, as floor manager of the store forces.

Edward Butler, the importer, has a tableful, or two, of very desirable fancy goods that he is clearing out at prices that are as attractive as the wares, themselves.

One of the very attractive showrooms in the district is that of the United States Glass Co., of Pittsburg, at 29 Murray Street. It extends all the way through to Warren Street, with windows on one side. The entire floor is filled with samples, which are shown to perfection. The new samples have arrived and among them are many things that convey the idea that the United States people have done themselves proud this year.

E. L. Bates, manufacturer's agent, at 65 West Broadway, has received a new line of samples from the Iroquis China Co., that is very showy. In addition to these, Mr. Bates has one particular line that has been sold extensively to the Government for use on the Isthmus of Panama. It is a blue border decoration and very substantial.

Charles L. Dwenger the importer, 41 Barclay Street, has opened a new line of Limoges dinnerware that is made in very artistic shapes and decorations. His 1910 assortment of Royal China from Bavaria comes in plain white and white with gold band decoration and is an important addition to the showroom. A lot of highly decorated fancy goods with fruit and flower designs, have found favor in the new lot just arrived.

J. D. Dithridge, representing Bryce Brothers, has received sixteen new patterns in etched, engraved and cut stemware, that make a fine showing on his tables in the Crockery Exchange salesroom. The most classy among them, if a choice can be arrived at, are the water lily and aster patterns, but the entire line is representative of the choice goods manufactured at the Bryce factory.

Up to the present time the importing houses have been busy getting their new samples on the tables and shelves for display. It has been a very busy month in that respect, more so, in fact, than selling. But, it is only history repeating itself, as January is always that way.

E. Torlotting, the importer, 25 West Broadway, has received a lot of plain, engraved and etched, and rich, gold decorated stemware from the St. Louis factory at Lorraine, Germany. He has also received a very fancy wine decanter, champagne, claret and wine glasses, which are duplicates of a set made for a foreign prince. They are gold enameled and highly artistic in shape.



The Cambridge Glass Co., has done itself proud this season with its choice line of tableware, among which are covered sugars, covered butters, spoonholders, cream pitchers, celery trays, olive trays and footed nappies. William Dealing has them at his agency, 25 West Broadway and is very proud of the factory output.



The new number 75 line of pressed glass tableware made by Duncan & Miller and sold by their agent, Paul Joseph, 55 Park Place, has made a hit at the Fort Pitt Hotel, Pittsburg, and is doing the same here. It is a stunning line of 100 pieces, embodying all the useful and popular vessels used. The idea is a panel design, with a decoration somewhat resembling a sunburst and it has been very cleverly conceived and brought out. A new line of tumblers, known as number 77, is very classy. There are seven in the set ranging from the bar glass to the iced tea tumbler. Half way up is an imitation of cut glass design known as the "Dutch Diamond" and it is very attractive. Another line carried by Mr. Joseph is that of the Eagle Glass and M'f'g Co., makers of opal decorated large and night lamps, opal decorated novelties, opal nest eggs, gas and electric shades, boulevard globes, arc light globes, etc. The new lines are worth more than ordinary consideration, being much finer than the factory has heretofore turned out.



W. F. Upham, the agent of high-grade cut glassware only, and a line of brass goods, has received from John Illig, N. Y., a most beautiful assortment of the new engraved glassware, that will represent the spring stock. The line of flower vases is simply charming, with their richly engraved decorations and the whole line, in fact, being similarly treated, presents an appearance that justifies the statement made by Mr. Upham that there is a demand for them already. Mr. Upham is at 66 Murray Street.



A Gredelue, importer of Baccarat glassware 45-51 West Fourth Street, has received several unusually fine lines of fancy goods, stemware and tumblers. Notable among these goods is a large number of shapes and decorations in Venetian stemware and tumblers, some richly decorated in charming gold designs and others in gold with turquoise dots. Mr. Gredelue is anxious

that all buyers should see these goods. They who do not will miss something out of the ordinary. Two more very important additions to the Gredelue assortment, are the "Schiller" and "Nancy" stemware goods, named after the poet Schiller and the old French town of Nancy, respectively. They are important, because of very high-grade and very modest price. Mr. Gredelue, in fact, has had them on the road and the orders he booked were large and were given by the most conspicuous stores in the trade.

RECENT DEATHS

George T. Jackson, manager of the Liberty Cut Glass Works, Egg Harbor, N. J., at his home in Philadelphia, at the age of 53 years.

George Moffett, 74 years old, and one of the most prominent men of Glassboro, N. J. He was postmaster from 1869 to 1885 and for over 20 years cashier of the glass company's store.

Clayton L. C. Lewis, at his home, 821 Wiloughby Avenue, Brooklyn. Mr. Lewis was buyer for The Berlin department store's crockery and glass department for several years, and previous to that was in the employ of Strassburger & Co., Third Avenue and Eighty-sixth Street, New York City, as buyer.

Louis A. Blum, of Louisville, Ky., widely known among the artificers of the country and a manufacturer of glass, at his home, 640 South Third Avenue, of tuberculosis of the throat, at the age of 46 years.

E. B. Judson, president of the Onondago Pottery Company, at Syracuse, N. Y. He had been connected with the company since 1890, when he was elected vice-president. In 1892 he was elected president.

W. S. Chambers a retired glass manufacturer, was found dead in bed in an obscure Pittsburg hotel. Mr. Chambers retired from active life about twenty years ago and since that time had been living at this hotel. Papers found on his person and in a safety deposit box showed that his wealth was in the neighborhood of \$250,000.

Otis Le Roy Smith, of New York City, an artist and china decorator, known in his profession as Otis Le Roy, died recently at his home from cerebral hemorrhage.

Advertising is not a habit, as some people think, but is a consistent business proposition. The age has passed when a manufacturer can sit down and expect to meet competition unless he advertises, for if he doesn't his neighbor will and get the business. It's only a question of how to advertise and what medium to use. Always support the trade publication that supports you and you'll come out on top.

Use your trade magazine for advertising. The result will surprise you.

COL. A. H. HEISEY HONORED

The twenty-fifth annual meeting of the American Protective Tariff League, occurred on January 20 at headquarters, 339 Broadway, New York City, and was the largest in the history of the organization. It was important, too, on account of the retirement of President Charles A. Moore, after nine years of splendid service as the League's chief executive, and the election of William Barbour, of Paterson, N. J., one of the country's foremost business men, to be his successor.

There were a few other changes in the Executive Committee and Board of Managers and notable among them was the election of Colonel A. H. Heisey, president of A. H. Heisey & Co., Inc., Newark, O., manufacturers of Heisey's famous "Diamond H" table glassware, to be a member of the latter for two years. There are nineteen other men associated with Colonel Heisey on the Board and all of them are known wherever American industries thrive.

A pleasant feature of the meeting was the presentation of a sterling silver flower vase to Mr. Moore, the retiring president. The presentation speech was made by the Hon. John E. Reyburn, Mayor of Philadelphia, who is also a member of the Board of Managers. The inscription on the cup reads, "January, 1901,—January, 1910. To Charles A. Moore, in appreciation of his loyalty, fidelity, energy and efficiency in the cause of protection, as president of the American Protective Tariff League. Presented by defenders, January 20, 1910."

BINNS' PUPIL STARTS POTTERY

The village industries at Deerfield, Mass., have recently had a notable addition in the pottery established by Chauncey R. Thomas. His plant is about ready, with the exception of the kiln for baking the ware, and he has an assortment of clays on hand. Local clay beds furnish good material for his purposes and for certain kinds of work clays have been brought in from a distance. Mr. Thomas was a student at the Pratt Institute, Brooklyn, and at the New York school of ceramics, at Alfred, where he was a pupil of Prof. Charles F. Binns, the director, who was formerly director of a well-known English pottery. He has a new kiln house, two glaze laboratories and an exhibition room. Mr. Thomas taught 2½ years at the school of education of the University of Chicago, and at Teachers' College in New York. He wants to express himself, to do something worth while. Low-fire pottery is his specialty and he will personally direct the work, employing such assistance as may be needed. Tea and rose jars, candlesticks and tea tiles, the latter a specialty, are what he is in the main devoting his at-

tention to. The local clay is too fusible, being mixed with red oxide of iron which imparts a red color. By mixing other clays with that found in his locality he produces very handsome ware. Any one interested in the fascinating work of the potter will be well repaid by a visit to Mr. Thomas, whose work will surely attract attention.

RECENT FIRES

A fire which had its origin in the cellar of the 5 and 10 cent store of H. Germain, in the Booraem Building at Grove Street and Newark Avenue, Jersey City, N. J., caused about \$12,000 damage to stock and fixtures and about \$10,000 damage to the building. Cause unknown.

The department store of Taylor & Tennant, New Hampton, Mo., has been completely destroyed by fire, entailing a loss of \$15,000 to stock; insurance, \$6,000. Cause unknown.

The tile pottery of Rapp Brothers, Morton, Ill., was totally destroyed, involving a loss of \$7,500. The fire originated in one of the kilns.

Johnson Brothers' department store, 2030-2042 Milwaukee Avenue, Chicago, was completely destroyed by fire, which caused a property loss of \$200,000. The greater part of the damage was to stock, which was estimated at \$150,000. Cause unknown.

Two department stores were among others destroyed by fire at White Plains, N. Y. Estimated damage, \$75,000.

The department store of W. E. Redding, Shippensburg, Pa., was totally destroyed. Loss, \$60,000.

The Paulson-Barnes Company's department store, Warburton, Wash., was damaged to the extent of \$5,000.

The Fuller department store, one of the largest in southeastern Oklahoma, was totally destroyed by fire. Loss, about \$18,000.

The five and ten cent store of George P. Buhler, Bordentown, N. J., has been destroyed. Loss, about \$3,000 on stock, \$4,000 on the building. Cause unknown.

OAKLAND'S POTTERY INTERESTS

Oakland, Cal., has come to light as the home of pottery interests that are becoming of great importance in the Pacific coast state. North of the Southern Pacific railroad at Twenty-third avenue is a cluster of industries including sheds, warehouses, kilns, where pottery, terra cotta, pipe, and an indefinite variety of ornamental, as well as practical, products of the kiln are turned out, in response to a constantly increasing demand from all parts of the state and, indeed, the Pacific coast.

PENCILINGS OF POTTERIES

WITH 118 firms engaged in pottery manufacture in the State of Ohio alone, it is not surprising that in these times of industrial progression, bright and encouraging news should come from this section that business is very brisk.

Between Ohio, West Virginia and New Jersey there are at present about 185 concerns engaged in pottery making, while in the entire country there are probably 500 firms engaged in the work, which includes the entire industry.

As referring to the pottery interests at East Liverpool, O., where all grades of tableware are made, only the most sanguine feeling pervades the fraternity. There has been a general healthy revival all along the line, with many concerns enlarging their plants. The business which began to increase at the close of 1909, has since grown wonderfully, and the district has been filled with buyers, many of whom have placed orders, while others looked over the sample rooms to determine what the outlook was for the new goods. The warehouses of the jobbers, and storerooms of retailers have been short of goods, which means that steady orders will be coming in to the potteries.

Of the dozen new dinnerware shapes produced for the spring trade, all are plain except those of the Warwick China Co.; which are fancy. The makers of domestic pottery appear to be greatly in sympathy with the suggestion made at the recent meeting of the United States Potters' Association in Trenton, that a revision of prices would be a good thing for all interested in the trade. So far no effort has been made in the East Liverpool district toward getting data which will be presented at a meeting to be held later on.

Perryville, O. — The local pottery company has been experimenting with a line of cooking utensils, which may soon make their appearance on the market.

Crooksville, O. — The Crooksville China Co., has enjoyed a very prosperous year and at the annual meeting declared a dividend of 5 per cent. During the present year a number of improvements will be made at the plant, including a new shipping room.

Tiffin, O. — The Tiffin pottery has been making five bisque kilns each week for nearly four months, and it is said that all the kilns will undergo general repairs.

Bingen, Wash. — Agents from the big pottery works at Edmonton, Alberta, have taken options on the Detleff Tham's tract, near this place,

with a view of installing a pottery plant in the spring. Extensive clay beds have been discovered near the town on the Columbia river. The management of the Edmonton works state that 86 men will be employed.

Huntingsburgh, Ind. — The first kiln of stoneware produced by the Uhl Pottery Co., Huntingsburgh, Ind., has just been turned out by that company and is entirely satisfactory. The kiln included jugs, milk crocks, jars and flower pots. Up to recently this pottery has been running at a capacity of 15,000 gallons per week, but this will soon be increased to 30,000 gallons per week, the plant having been greatly improved.

Canton, Ill. — The Roodhouse Pottery plant has been sold at sheriff's sale to satisfy an indebtedness. The creditors bought it in for \$15,561. The plant was established three years ago.

Salineville, O. — By order of the court, the plant of the Dresden China Co. was sold to the highest bidder, February 3. The plant was valued at \$80,000 and had stock worth \$17,000. The plant has been idle three years, is modern, with a six-kiln capacity. It was built by East Liverpool and Salineville capital.

East Liverpool, O. — At the annual business meeting of the Knowles, Taylor and Knowles Pottery Company, the following officers were elected for the ensuing year: President, Col. John N. Taylor; vice-president and treasurer, Edwin M. Knowles; secretary, Homer J. Knowles.

Bids have been received on a four-story and basement brick building, 80 x 101 feet in size, to be erected on Ingram Avenue for the Monument Pottery Company. This building will cost about \$30,000 and is to be used mainly as making and drying rooms.

At the annual meeting of the stockholders of the East End China Company, the name of the company was changed to that of the Trenle China Company. G.A. Trenle who has been at the head of the company for the past sixteen years, continues president of this concern, while Howard W. Blake, formerly of Trenton, has been elected secretary-treasurer.

An indication that the Homer Laughlin China Company will have a steady run during the year is found in the fact that the management has placed four additional dishmakers at work. The company now has 13 dishmakers working in the clay shops. Nine dishmakers was the largest number working at the plant formerly. The

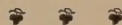
Laughlin plant will operate steadily until July 4. The company has a large number of orders on hand now, while the salesmen report the prospects for future business as very good.



Roseville, O.—It is reported that the Roseville Pottery Co. intends to enlarge its plant by installing several new kilns during the coming year.



Steubenville, O.—There has been a decided change at the plant of the Steubenville Pottery Company. Ernest Goodwin, who has been identified with Gotham & Lockett, modellers, of East Liverpool, for six years, has assumed the management of the modelling and mold making departments, succeeding Arthur Kendrick. Young Goodwin is a son of Herbert Goodwin, formerly of East Liverpool, and more recently of Trenton, where he was manager of the Willetts Pottery Company plant, but who left some months ago for Mexico to take charge of a new art pottery there.



Newell, West Va. — The Newell Pottery, which started to work January 3, is now very busy. Every department is working to its full capacity and there is good prospects of a steady run up to the fourth of July.



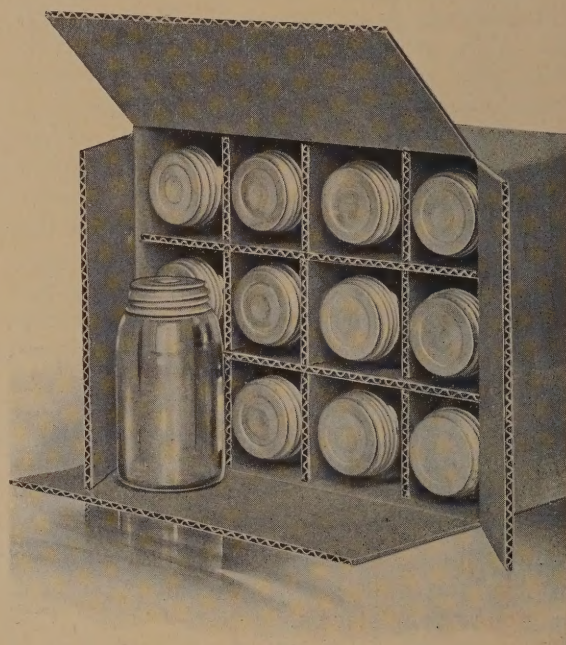
Trenton, N. J. — Sigmund Zeisler, of 711 South Broad Street, and Nicholas Binder, of 60 Grand Street, have associated themselves with New York and Philadelphia capitalists and have bought 507 building lots on the shore of Sylvan Lake, in Burlington. It is understood that the consideration was \$27,500. A record of the deal exists in the office of the clerk of Burlington County, at Mount Holly. Mr. Zeisler is quoted as saying that his company will erect a factory on the property and develop a part of it as a pleasure park. The factory, it is stated, will be for the manufacture of pottery. Building operations will be started in the spring. The pleasure park project contemplates a line of outdoor amusements. The lake will be utilized. Land about the lake abounds with clay and it is understood that this fact induced the New York and Philadelphia men to become interested. Mr. Zeisler is an experienced sanitary operative, and he will probably be the active manager of the prospective company.

Be the kind of man who awakens in the morning with joy over the advent of another day for achievement, who retires at night leaving something of accomplishment behind to show for the day's work.

HINDE & DAUCH FIBER BOXES

If the pottery and glass trade has not given sufficient thought to the important feature of packing goods, it is well to direct attention to the corrugated fiber box made by the Hinde & Dauch Paper Co., whose comprehensive advertisement appears on the back cover of this magazine.

The requirements of the trade would seem to point to the necessity of using for the safe packing of goods just such material as this concern manufactures, because the corrugated fiber boxes afford the very protection that such fragile articles as pottery and glass require. So strongly made are these boxes that one of them, by actual test in the presence of spectators, sustained over two tons of lead pigs without collapsing, or even bending. The Hinde



and Dauch Company not only manufacture these boxes, but corrugated fiber in sheets, etc., suitable for all purposes where absolute protection is required for merchandise subject to breakage while in transit.

The company maintains factories at Sandusky, O.; Muncie, Ind.; Hoboken, N. J., and Delphes, O., and is in a class by itself in the making of a superior box, which defies protection better than any other known, not to mention the great saving of time it represents in packing. The Hinde & Dauch Company has been so successful in introducing its goods among the most prominent houses in this country, that it is prepared to send an expert to your plant to assist in the introduction of its fiber goods. The cut accompanying illustrates how neatly and safely glass jars are packed for shipment in the fiber boxes.



FIG. 1

WURTEMBERG ART POTTERY AT THE STUTT GART EXPOSITION

WHILE in some countries the influence of ceramic schools has aided in the development of the art, Wurtemberg seems to have been lacking in this particular respect. During the nineteenth century, the majolica and stoneware works of Uechtritz & Faist, founded in

1820, and that of Villeroy & Boch, established in 1883, were the only ceramic works of importance in that country, the other factories being mainly devoted to the manufacture of household ware.

The opening of a ceramic department at the

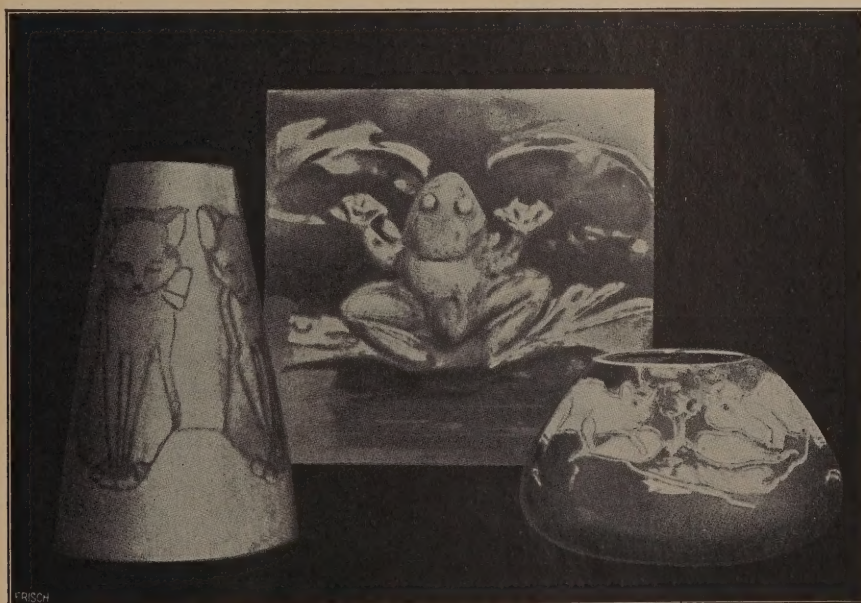


FIG. 3



FIG. 2

Stuttgart Municipal Art School, marked the

commencement of a new era for the national industry of that branch, starting with the twentieth century. This movement was further promoted by the ceramic section of the State Academy of Industrial Art, both establishments being represented at the recent Stuttgart Building exposition. While the exhibits of the scholars were largely of a practical character, special artistic interest attached to the collection of ornamental ceramic vessels, shown by Herr August Hoffmann, instructor at both schools, some of which POTTERY AND GLASS, through the courtesy of the *Tonindustrie-Zeitung*, is enabled to reproduce.

Each of the specimens represents a different style of surface treatment. Figure 1 shows four plain and simple forms of vases, each with a different form of crystal glaze, while in figure 2 are a couple of ornamental vessels with overglaze. The third group illustrates, besides a vessel, a slab in which the animal figure is partly brought out by engraving, giving it an original appearance.

PORCELAINES G. D. A. NEW LINE

A new dinner service known as "The Louis XVI," is one that has been brought out this season by Porcelaines G. D. A., Limoges, France, and 29 Barclay Street, New York City. It is artistic, yet practical, good in cheapest designs, but equally well adapted for their richest patterns. It is handsome with white edge and scattered sprays; appropriate for borders, narrow or wide; the right thing for gold and white patterns. In a word, it is one of those shapes upon which every design looks well. An unusually large assortment of fancy single pieces belong to no special service, but harmonize with all—adapted to every style of decoration and especially good for amateur decorating, or for American hand-painted designs. This aptly describes the new Louis XVI dinner service, which is a G. D. A. special offering for 1910.

BOTTLES AND STOPPERS ARE ONE

It has been settled by the United States circuit court, in a decision by Judge Martin that bottles and their cut-glass stoppers are to be regarded as entries for the purpose of assessing duties under the tariff laws. The importers making the test case were Park & Tilford of this city. Filled bottles with cut-glass stoppers were assessed for duty under paragraph 100 of the Dingley tariff, relating to cut glass. The im-

porters set up the contention that the stoppers only should have been so assessed and that the bottles are properly dutiable under paragraph 99, of the same act, dealing with bottles of molded glass.

The board of appraisers held that the bottle and stopper should be regarded as an entirety for tariff purposes. Judge Martin took the same position as the board of appraisers, and upholds the original classification imposed by the collector. The court said that the real question is as to the entirety of the article. Judge Martin said the *Utard* case controls in the present case.

PHOENIX GLASS CO. ENTERTAINS

The selling force of the Phoenix Glass Co. was entertained at dinner at the Fort Pitt Hotel, Pittsburg, during the recent exhibit, by President T. H. Howard. Officers of the company attending were: Vice-President, Alex Patterson; treasurer, E. P. Roberts, and general sales manager, E. H. Peck. Those from Chicago were: E. H. Fox and Charles C. Fricke; Buffalo, H. B. Whitney; Pittsburg, R. S. Cleavenger, E. C. Flanagan, and A. Howard Ebberts; New York, Harry Pickhart, C. K. Gibson and Thomas J. Quigley.

The poet who feels that he has a message for the world should send it collect.

PRACTICAL SCIENCE DEPARTMENT

Edited by Prof. CHARLES F. BINNS, Alfred, N. Y.

EARTHENWARE GLAZES FREE FROM LEAD

While it is known that one glaze does not suit every body, it is also known that the firing temperature of an earthenware glaze should be kept with advantage below the body temperature.

It is, therefore, not difficult for a body composed of:

Halle Clay	74.50%
Colditz Clay	7.50%
Meissen Clay	10.50%
Chalk	7.50%
	100.00%

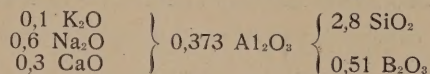
whose firing point lies at Seger Cone 4, to try glazes, lying between 05 and 3 Seger Cone. Conditions are somewhat different, if it is desired to use glazes free from lead; this situation arising partly from the fact that such glazes are in themselves more difficult to work, and partly from the limited general experience at our disposal.

As Herr Kurt Steinbrecht remarks in the *Keramische Rundschau*, glazes free from lead can be more easily produced for the application of high than of low temperature; troublesome occurrences being less likely with the former. In majolica or other colored glazes, while they are durable when on the body the production of brilliancy is difficult. This result is due to the coloring metallic oxides replacing oxide of lead in their effect in certain equivalent proportions; blue cobalt glazes adhere very firmly to the body. Oxide of chromium counteracts crazing. On the other hand, glazes free from lead, for red made from bi-chromate of potash, are best employed at a high temperature; at lower temperatures alkalis derived from borax being used for such red, soda and potash are but little to be recommended, while no objections can be raised against lime and dolomite. Antimony glazes become a dirty yellow. Iron and copper scales produce different and more effective tones of color than are to be found in lead glazes, while bluish milky tones are imparted to glazes, by charcoal, arsenic, and other reducing agents. All glazes free from lead, particularly if they are let cool slowly, have a marked opalescent property; being, for that reason alone, unsuitable for underglaze colors.

Moreover, important discolorations are produced by them in underglaze colors. In a somewhat smoky fire, black underglaze colors easily become green; dull blue made with oxide of tin, assuming often a violet tinge, while thinly ap-

plied red produced from chromate of potash, is frequently consumed. The above circumstances explain why the earthenware industry is resisting the enforced adoption of glazes free from lead; it being certain that with only one leadless glaze all cases are not provided for.

Another difficulty is, that glazes free from lead are, generally speaking, dearer than those containing lead. To overcome this obstacle, it becomes necessary to use glazes with a very low melting point, permitting of 40 to 50 per cent. reduction in the quantity of coal used. The following example will serve for such glazes:



This glaze burns out at Seger Cone 04, and, like most glazes free from lead, fires with little change without cracks on bodies which are burned at Seger Cone 3 to 03. However, for underglaze colors, changes must be made in their respective compositions. It is, therefore, advisable for ceramic manufacturers to themselves prepare some ordinary underglaze colors; such as red, black, blue, etc.

In addition to the usual minerals, such as feldspar, pegmatite, etc., there are several others, which can be effectively used in conjunction with the known fluxes, there being, consequently, no lack of substances, which can be advantageously used for glazes free from lead.

When the body is subjected to a high temperature, such as Seger Cone 10-12, there is a choice available of very effective glazes free from lead. All defects arising from disunion of body and glaze, can in such cases, be easily avoided, even with the use of very low firing temperatures. The influence of the glaze on the colors, however, always remains.

In conclusion, Herr Steinbrecht says: "These brief remarks will have pointed out the difficulty of making and employing glazes free from lead, however desirable for various reasons their use may be. According to our present experience, lead glazes cannot yet be dispensed with. Whether such may be found possible in the future, cannot yet be definitely predicted. It is, however, desirable to continue active and diligent researches in that direction."

When a man's character hasn't been formed before marriage, it will seldom be reformed afterward.

The blindest man in the world is he who doesn't believe anything he can't see.

POTTERY AND GLASS

with which is combined

GLASS AND POTTERY WORLD

GLASS AND POTTERY WORLD, Founded 1893.
CHINA, GLASS AND POTTERY REVIEW, Founded 1897.
Amalgamated, April, 1905

POTTERY AND GLASS, Founded 1908.
Amalgamated, April, 1909

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Art Metal and Allied Industries

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OUR COMING DECORATORS

THE growing desire of the youth of this country to adopt the professions in which higher art manifests itself, is becoming more apparent year by year. In this connection there is no question about the strong leaning toward the ceramic art that shows itself more strongly as higher grade pottery engages the attention of potters.

Ten years ago the youth of this land with artistic temperament began to wake up to the fact that pottery decorating might improve the ware by making it more attractive, thus adding greatly to its selling quality. It may be said, therefore, that the amateur decorator came to life ten years ago. What has been done since then is almost marvelous to relate. Not only has the decorating idea become wonderfully popular, but now amounts almost to a craze.

Young women whose tastes leaned toward the palette and brush, that have successfully painted nature, have turned to the plain pieces of art pottery, or china, and made them appear radiant with some original decoration. Schools have sprung up where pottery decorating is taught by skillful instructors and they are operated on such a liberal scale that every necessary detail is fully covered. It is on

record that from these schools young men and women have been graduated who are capable of taking up the profession as a means of livelihood, many having won prizes in competition for their fine work.

In New York's great pottery district are often seen adepts who go from store to store looking for odd pieces of plain pottery for decorating purposes. Sometimes they find them and again they fail, but they never lose heart. It is these people that will be heard from some day, and even in a modest way they are already being heard from, for they find a market for their product among individuals. The point is, however, that the pottery industry will always be in need of designers and decorators, and it would appear that it can never grow less important in the character of its wares while the schools, where practical knowledge is gained, continue to thrive and graduate scholars of proven merit.

The condition to-day is, that the greater part of the white china used here for decorating is made in France, several houses importing it for this exclusive purpose. The schools use it in quantity, as well as individuals, and some very clever specimens are turned out embellished with prize-winning designs. It has been learned that the manufacturers of chemicals and colors used by potters sell largely to the ceramic schools and their sales foot up to thousands of dollars per year, with a tendency to increase the sales each year.

In view of these facts it would appear that the American decorator will be a prominent personage in the ceramic industry in future, and may the genius instilled into the art help to raise and maintain the quality of the output, even beyond the excellent products that are now here representing the spring trade of 1910.

ATTRACTIVE INTERIOR DISPLAY

BEAUTIFUL store interiors add more to progression in business than almost any other one thing and it is a fact often noticed that the firms who pay attention to the layout of their offerings are the ones that succeed in every other direction. The opportunity is great for all merchants who deal in crockery, glass-ware, lamps, etc., to dress their stores and windows with such good taste as to compel the public to cast admiring glances in their direction. The occupation of window and store dressing has won such wide prominence that merchants who deal in wares which can be improved in appearance by a proper setting, employ specialists in this line to look after this important feature of the store, because these men are trained to make goods look better by placing them in positions where they will show

to the best possible advantage. The feature of artistic presentation of fine goods can be made doubly attractive if they are exhibited in the right way and remote from surroundings that tend to depreciate them.

Readers of this magazine have seen from time to time the beautiful interiors of stores, as well as store windows, that have been offered, because regarded as an attractive feature, and again with the idea that some merchant who has not seen fit to give proper display serious consideration, might find time to reflect and resolve to take a greater interest in his own welfare than has been his wont in the past.

The correct manner of making a pretentious display of goods, is no new thing in merchandising. The greater stores in large cities pay high for this one feature, but many of the smaller stores have not as yet seen fit to pattern after the successful ones. It is a grave mistake in this age of sharp competition to slumber while others hustle, for the almighty dollar finds its way more often into the coffers of the up-to-date people, than those who sometimes rely more on an old established firm name than the method of being up to the times with a well placed exhibit that will compel buyers to walk in, and in most instances make a purchase.

Merchants in sending in their photographs of neat interior displays, always write in a vein expressing pride in what they have accomplished. This is encouraging and it should impel every merchant who has not awakened to the fact that he is not in the front of the procession, to turn over a new leaf at once.

TWO KINDS OF FRAUD

Attention is called in another column to what Consul Maxwell Blake, at Dunfermline, has to say about the frauds perpetrated by unscrupulous purveyors in art goods, on unsuspecting collectors of these and antique goods, including china, some having become notorious both in Great Britain and Europe, the American traveler and connoisseur, so called, being the fat fowls on which the past masters of gilded robbery prey.

The list of imitations of the real prizes in the field explored by the collector, about covers everything made of metal, wood and clay and it has become an industry so profitable that rich harvests of money are being gathered from the credulous individuals who essay to shine in the circle where genuine art treasures are to be found, while, in reality, they come no nearer the exclusive article than the Lake George diamond comes to the gem found in the South African fields. They merely think they do, because the fakers that have imposed on them

grant them their word of honor, while accomplishing an act of bare-faced robbery.

Fraud is to be discouraged and suppressed whenever discovered, and it is difficult to comprehend how some people will insist on walking the crooked path, when the straight one always leads to a more desirable goal and wins the approval of men who place right above might. Money, of course, is the tempter, as a general cause of dishonesty, but it demands something more than a mere vivid stretch of the imagination to figure how an employer of labor can expect his employees to follow the Golden Rule to the letter when he goes forth with the intention of defrauding.

COL. A. H. HEISEY'S ELECTION

It is well worth remarking that the American Protective Tariff League, in choosing its Executive Committee and Board of Managers, came into one of the industries represented by this magazine by electing as a member of the latter, a man known for his wide experience in the manufacturing world, his good judgment in business matters and all round geniality as a man and employer.

Reference is made to Col. A. H. Heisey, president of the A. H. Heisey Co., Inc., of Newark, O., manufacturers of a high grade of table glassware that is favorably known wherever this commodity is used. In selecting Col. Heisey, the conservative organization with which he has become allied, has also recognized a line of industry that is not only among the foremost in America, but is making rapid strides in the broad field of manufacturing.

Col. Heisey is the active head of the fine glass producing company that bears his name, and its success in a broad competitive field, is largely due to his energy and wisdom. Aside from business interests Col. Heisey is a man who is as widely and favorably known as any other man in the trade, and he enjoys a large acquaintance among prominent men in all walks of life.

NEW HOME FOR POTTERS

Acting on a resolution adopted at the last annual meeting of the National Brotherhood of Operative Potters, which appropriated \$15,000 for a site on which a building could be erected for national headquarters, President Thomas J. Duffy, of East Liverpool, O., has closed a deal by which the organization comes into possession of the Deidrick Building in that city. It will be torn down and a building erected containing eight large office rooms. The purchase price was \$6,500. The remainder of the \$15,000 will be used for building the new structure.



ATTRACTIVE INTERIOR OF THE DIXON-WITHERSPOON STORE, CHARLOTTE, N. C.

DIXON-WITHERSPOON STORE

Conspicuous among the finely appointed stores of Charlotte, N. C., is that of the Dixon-Witherspoon Company, on South Tryon Street, where a most magnificent display of fine china, cut glass, Japanese ware, crockery, etc., furnishes a treat for the public.

The store, which was opened by the firm early in December, was completely renovated before occupancy, all the shelves being painted white to afford the best opportunity to show the stock to advantage.

Before the opening, many days were spent dressing the show counters, so that when business began, the interior presented a most attractive appearance and drew crowds, both days and evenings. The cut of the interior of this fine store as shown herewith, gives an idea of the tasteful way in which the goods are displayed, and is a splendid example for others to follow who may not have appreciated the advantage of dressing their store in a way most certain to catch the gaze of a discerning public.

The Dixon-Witherspoon Company is composed of men who stand high among Charlotte's favorably known business men, and their new store attracts the finest trade in the city.

Money talks, but poverty goes without saying.

GEORGE L. ABBOTT'S NEW BERTH

The Niagara Cut Glass Co., of Buffalo, N. Y., has secured the services of George L. Abbott, who had been prominently associated with J. Hoare & Co., cut glass manufacturers, of Corning, N. Y., for 25 years.

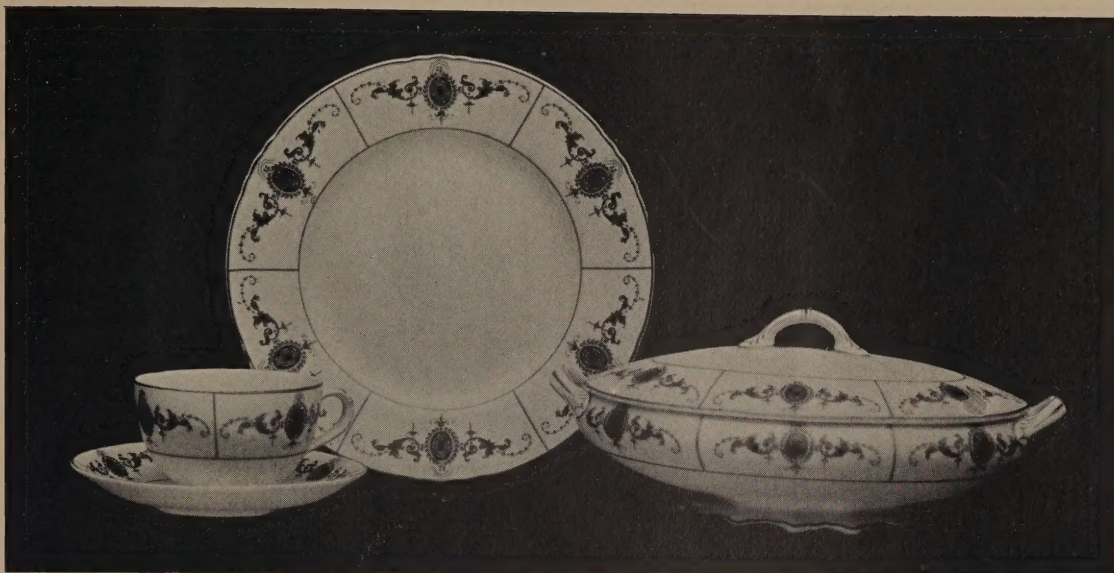
Mr. Abbott will have full charge of the manufactory details and with his wide experience in that line and his extensive acquaintance serving the trade throughout the country, the Niagara Cut Glass Co. has been fortunate in securing the services of so strong a man in its factory and sales departments.

HOUSE OF HERMAN C. KUPPER

Herman C. Kupper has established himself at numbers 50, 52 and 54 Murray Street, New York City, as importer of the celebrated Ahrenfeldt china, manufactured at Limoges, France, and of the well known art lines of C. G. Schierholz & Sohn, Plaue Thuringia.

Mr. Kupper announces that he will conduct the business on the same lines as formerly done by Charles Ahrenfeldt & Son, and is now prepared to show a complete line of new import samples.

He who kills time is the assassin of his own opportunities.



DAINTILY DECORATED SEMI-VITREOUS DINNERWARE PIECES—EDWIN M. KNOWLES CHINA CO.

AMERICAN POTTERY OUTLOOK

POTTERS ARE ENTHUSIASTIC CONCERNING EXISTING CONDITIONS AND LOOK FOR A CONTINUATION OF THE SPLENDID BUSINESS THAT HAS COME TO THEM—BUYERS HAVE GIVEN LARGE ORDERS TO THE POTTERIES AND THE TRAVELING MEN ARE WORKING UP A GOOD TRADE

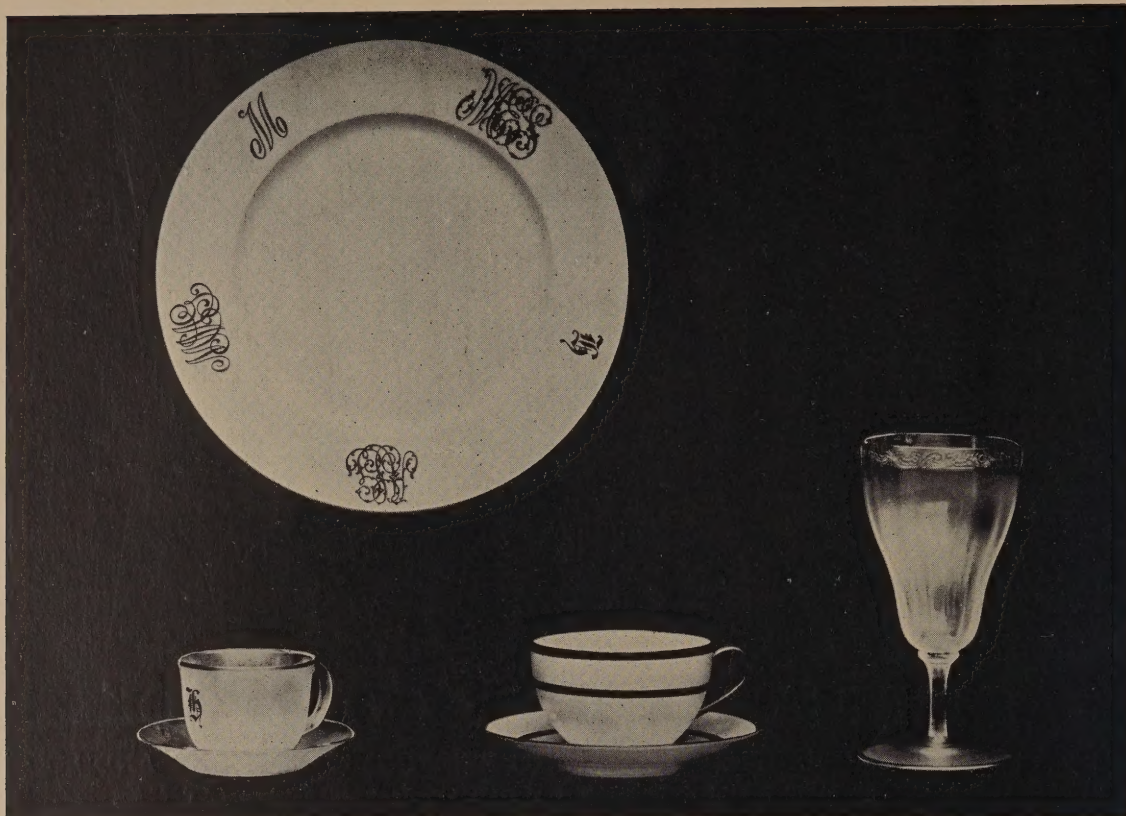
WHEN the great potteries at East Liverpool, Trenton and elsewhere, in what is known as the "district," send out reports to the effect that their present business is the best in years, it means that American-made goods are meeting favor in every city in this country. Just such reports are coming in and the prospect that all the plants will keep their kilns working for an indefinite period, is very bright.

The domestic pottery industry is forging to the front with marvellous strides and with the introduction of better shapes and decorations than have heretofore been evolved, the market has taken very kindly to the wares. A few of the potters have brought out lines that are so fine as to compare favorably with the best that are on the market. In the art pottery field the new things that have appeared are unusually attractive. They embrace jardinières in many shapes and fine decorations, articles for household ornamentation, vases, etc. These goods are meeting with a very generous reception, wherever shown, and will justify all the effort that was spent on their production.

Among the domestic goods in the market, are the several lines made by the Edwin M. Knowles China Co., of East Liverpool, O., which has entered upon the 1910 selling season with an unusually attractive assortment of wares—not high in price, the quality con-

sidered. These samples are on exhibition at the office of selling agents, Doctor & Solomon, 25 West Broadway. Presented in these pages is a cut of a few pieces chosen from a dinnerware set and they are the equal of the half dozen, or more, sets that are the new things of the 1910 season from the Knowles pottery. They are known as semi-vitreous porcelain and are superbly decorated with an entirely new and original pattern, that catches the eye at once. The shape is also new and original, and as neat as this concern has yet turned out. The decoration, in colors, is an oak leaf scroll, with acorn sheath attached and in the center, at regular distances apart, is a fancy medallion. This style dinnerware has already created considerable attention.

Much has been said about American china decorating, so a few pieces of this class goods are shown herewith, together with some glassware. The agent for these goods is William Warrin, 25 West Broadway, and the decorators, Warrin & Son, 49 Wooster Street. The plain white ware comes from France and is of superior quality. The high-grade etched and gold raised work which is in vogue for fine china, meets favor with buyers of better wares. The decorators adorn the china in any way to suit buyers, with initials or monograms. Shown on the plate are several initials and monograms, this being a sample to illustrate how it improves



FOREIGN CHINA AND GLASS; DECORATIONS APPLIED IN THIS COUNTRY—WILLIAM WARRIN

the goods. The plate has a heavy etched and gold border, and the cup and saucer have ornate raised gold ornamentation, while the goblet is etched and gold decorated. Some of the glassware used is foreign and some domestic. As a whole the quality of the decorating and material used is of the best, which makes the goods desirable for the most particular people.

CLAY PRODUCTION IN 1908

Clay occurs in every State and Territory in the United States and the clayworking industries flourish everywhere, yet clay-mining as a separate industry is of comparatively little importance. This is because nearly all the clay produced is mined by makers of clay products and manufactured at or near the clay bank, and because the commoner products are so low in price that the clay cannot stand the cost of transportation. Hence clay-mining as a distinct industry is confined to clay used for making the highest grades of wares.

In common with other industries, clay-mining was not so prosperous in 1908 as in the preceding year. This fact is shown in detail by a report on the production of clay in 1908 issued by the United States Geological Survey. The total quantity of clay mined in 1908 was 1,723,901 short tons, valued at \$2,599,986, a decrease in tons mined of 21.06 per cent. and in value of 24.61 per cent. for the figures for

1907. The production reported for 1908 is the smallest since 1904. The principal loss was in fire-clay, though all other varieties of clay shared the decrease in value, except paper-clay and brick-clay. These two clays showed increases in value, though paper-clay declined in quantity. The leading clay-producing State was New Jersey, which reported an output of 312,232 short tons, valued at \$507,203; this was 18.11 per cent. of the total quantity of clay produced in the country and 19.51 per cent. of the total value. Over three-fourths of this was fire-clay.

Pennsylvania was the second State in both quantity and value, reporting 243,157 tons, or 14.11 per cent. of the total quantity, valued at \$466,385, or 17.94 per cent. of the total value. This was a loss of 36.45 per cent. in quantity and 24.55 per cent. in value from 1907. Ohio, the leading clay-working State, was third in quantity of clay mined and sold as such, reporting 242,737 tons, and fourth in value, reporting \$174,063. Missouri was fourth in quantity and third in value. Fire-clay is the clay of chief importance, the output and value for 1908 being about 60 per cent. of the total.

The imports showed even larger decreases than the domestic production. The total quantity of clay imported in 1908 was 210,869 short tons, valued at \$1,319,301, a decrease of 26.27 per cent. in quantity and 31.30 per cent. in value from the imports in 1907.

RETAIL TRADE NOTES

A strip of property, 50 x 125 feet, at New York Avenue and the Boardwalk, Atlantic City, N. J., has been leased for a term of 15 years, to Messrs. J. G. McCrorey & Co., of New York City, who operate a chain of about sixty five and ten cent stores in the principal cities throughout the country. It is the intention of this concern to erect a three-story building on the site, the first floor and basement of which are to be used by themselves for mercantile purposes.

Some time in March there will be opened on West Market Street, near Newberry, York, Pa., a new department store, which will be one of the city's important commercial enterprises. It will be managed by Myer Miller.

L. Bettman and M. Nausbaum, of Cincinnati, who comprise the firm of Bettman Bros. & Co., of that city, have purchased the "Model," a big St. Louis department store. They have had an interest in the business since it was established seven years ago. Max Weil, of St. Louis, has held a controlling interest.

Counselor Frank L. Palmer, of Saco, Me., has been appointed receiver of the Factory Island Department Store. Creditors have filed a petition in bankruptcy against William H. Borne, proprietor of the store.

The Boston Store Co-Operative Company has been organized at La Porte, Ind., with a capital stock of \$100,000—\$50,000 each common and preferred stock. M. Levine is president and A. Wallerstein vice-president. The business was formerly operated as the Boston Store.

Dey Brothers, Syracuse, N. Y., have secured control of the Hudson Crockery Company's stock, and have merged it with their dry goods business. The Hudson was the oldest exclusive china and crockery store in Central New York.

A Woolworth 5 and 10 cent store has been opened at Norfolk, Va.

A new building is being erected by Idelman Brothers, Cheyenne, Wyo., and will be opened as a department store.

At Walla Walla, the first co-operative store in Washington, has come into being. W. P. Hooper, who has been manager of, and a partner in, the Motter-Wheeler store of this city, which was burned before the holidays, has purchased the interests of the eastern men and has reopened the store under the name of the Hooper Co-operative Mercantile Company.

Ney & Goldenberg have purchased the Haines department stores, Pennsylvania Avenue, Washington, D. C., one of the largest in the city.

A deal has been closed that will give Yoakum, Tex., one of the largest business houses in the state. E. Herder, hardware dealer; R. C. Flick,

of Cuero, who owns a saddle, vehicle and harness store in Yoakum; Addie Miller, Yoakum, manager for R. C. Flick, and C. H. Snell, a cotton buyer of San Antonio, have formed a partnership, combining their goods and adding new stock. They will open a large department store in the Wangemann building.

Ross K. Reed of Reed's racket store, Sinton, Tex., has filed a deed of assignment, naming J. L. Mynier assignee. The assets are given as \$2,406 with liabilities of about \$2,500.

The Empire department store, one of the largest mercantile establishments in Bristol, Tenn., has made an assignment. The liabilities are given as \$25,000 and the assets as \$30,000.

Mr. & Mrs. C. E. Suttles have opened a racket store at Celina, O., and will carry a large general line.

C. H. Cromwell, president of the Cromwell Company, which operates a number of 5 and 10 cent stores throughout the Middle West, will open one of these stores at Brazil, Ind., a store having been taken in the Knight Block.

The J. A. Weaver department store, at Havana, Ill., has been taken over by J. A. Weaver, Charles Kenyon and Frank Porter, Mr. Kenyon having been in the store's employ several months. Mr. Porter is local agent for the Illinois Central R. R.

Another new department at the Bergner China store, Peoria, Ill., has been opened with the finest showing of selected china in the city.

Gleason, Texas, will have another big department store, capitalized at \$15,000. Guy Alexander, one of Gleason's foremost business men, is promoting it.

Floyd P. Shaver and Ira M. Godfrey, hardware and crockery dealers of Olean, N. Y., doing a business under the firm name of Sheaver & Godfrey, have filed a voluntary petition in bankruptcy. Their liabilities are \$16,419.80; assets \$14,163.42. Henry Donnelly of Olean, has been appointed receiver and will continue the business.

Seth Braun who has operated a notion store at Columbus, Neb., for the past eight years, has sold his business to W. E. Rohrich.

The large department store of Watt, Rettew & Clay, Norfolk, Va., has been sold to the H. B. Claffin Co., of New York.

George Walters, who has conducted the five and ten cent store on Depot Avenue, Dement, Ill., for the past several years, has just disposed of the stock to Mrs. W. W. Trautman.

Max Daniels will open a large department store on the ground floor of the Bungalow Theatre Building, Salt Lake City, Utah, some time next spring.

THE MERCHANT AND HIS CLERK

THE fact is gradually sinking into the intelligence of the trade that trained inside salesclerks are just as important as trained outside salesmen. Many big manufactures—now that the idea a salesman is “born not made,” has been completely upset—are conducting training schools where men hired as traveling salesmen are drilled like soldiers, sometimes for three months before they are permitted to go into the field to sell. By the time the salesman's education is complete he has been subjected to about every possible argument and contingency he is likely to meet on the road, and he is, therefore, prepared to meet every possible situation that arises and hold his ground.

The big department stores are working around the adoption of a similar method. John Wanamaker is doing something of the kind and much more of it will be done in the future than is done now. And why not? After the merchant has spent thousands of dollars on stocks, rents, advertising and clerk hire and induces people to come into the stores and buy of him, he rests his commercial fate absolutely in the hands of his salesclerks. Why so many merchants have been so short sighted as to hire “cheap help,” with the foolish idea that they were thereby cutting down the expense, is something totally incomprehensible.

It is plain that if a merchant's salesclerks are incompetent, careless, or indifferent to their duties, that many sales will be lost, customers estranged from the stores and profits reduced, whereas well paid, cheerful, courteous, trained salesclerks, vieing with one another to show the best sales record daily, would make a vast difference in the net profits earned by the establishment at the end of the year. Of course a big metropolitan department store, from sheer bulk of capital invested, can stand a certain amount of inefficiency on the part of its sales force without suffering anything worse than a few per cent. decrease in net earnings, which would not affect the solvency of the concern in the slightest degree, but would affect the earnings of the stockholders quite perceptibly, were this condition corrected.

How about the small dealer? Operating expenses, in the case of a small dealer, remain about the same, whether he sells a hundred or five-hundred dollars worth a day, but there is a tremendous difference in net profits earned, for after the sales reach a certain point every other dollar taken in is pretty nearly clear profit. Just take pencil and paper, Mr. merchant, and go over last year's figures. Suppose your operating expenses remained about the same, but you had

sold \$50, \$75, or \$100, more goods each working day. Figure out what your net profits would be. The answer will surprise you. The answer will also convince you of the importance of training your salesclerks—teaching them more about china, glass, bric-a-brac, pottery and art ware—teaching them how to greet customers, how to arouse interest in goods, how to lead up from showing cheap articles to demonstrations of the superior merits of higher priced articles of the same kind, how to earn the good will of the customers by showing them courtesy and the disposition to please them.

The answer will likewise convince you that high-grade, well paid salesclerks, who show desire to advance and to work for your interest, are the cheapest in the end and earn every dollar you pay them. Push such clerks, encourage them, bind them to you by loyalty, good will, and appreciation and you will find the investment a profitable one.

INCREASE IN JAP PRODUCTS

For ages the Japanese have been famous for their productions in porcelain, and for certain kinds of stoneware, and much of their work has formed the models for European pottery. Hitherto, however, the Japanese potter has contented himself with working on a comparatively small scale, but lately he has shown a strong tendency to work more on European lines as regards production, whilst still retaining most of the artistic elements peculiar to his own land. For several years skilled Japanese potters and students have been investigating in Europe and America, and a particularly thorough examination of all likely clays and other suitable minerals found in Japan has been made in the National Laboratory, and many tests of pottery have been made in the various technical institutes. The authorities are insisting that the heads of State-aided potteries shall have a thoroughly practical and scientific training in addition to their art-work, which has hitherto been considered to be of chief importance, and at the technical institute in Tokio, and other places, the subject is being taken up with great vigor and with much success. The reports of the various special commissioners have resulted in a great step forward being made in the methods of manufacture, and it appears very probable that large quantities of Japanese pottery will soon be placed on the European and American markets.

Money talks in spite of the fact that lots of men want to keep it quiet.



SIX FINE PIECES FROM THE NEW 1910 LINES—UNITED STATES GLASS CO.

DOMESTIC GLASS PRODUCTS

THE MARKET CONTINUES TO BE BRISK IN ALL KINDS OF TABLEWARE AND FANCY GOODS—FACTORIES ARE WORKING TO THEIR CAPACITY AND SALES ARE STEADY AND REGULAR—LOCAL AGENTS FOR ALL GRADES CONFIDENT OF A PROSPEROUS SEASON, BASED ON THE BUSINESS BEING DONE

WHAT opened late last fall as a busy season in the glassware industry, continues uninterrupted at present, with the factories all busy and working full time. The big exhibit that has been a star attraction at Pittsburg for several weeks, drew buyers to the hotels where the displays were made and they placed orders with an unusual degree of generosity. It is declared to be a fact that there were more buyers in the market at one stage of the show than ever before in the history of the annual exhibition.

Stocks have been woefully depleted all over the country and the buying referred to has inspired manufacturers with great confidence regarding the future outlook. When it is stated that some salesmen took double the orders in a given week than for a corresponding period last year, it means that the glass industry is thriving now as fully as at any period of its history. Reports from the district tell of several factories putting in new pots to aid in increasing the output.

A visit to any of the agencies in New York invariably results in hearing reports of sales being made that fill the representatives with satisfaction. It doesn't appear to make any difference whether it is cut, engraved, blown, or pressed glassware, the sales continue. Some very large mail orders have been received of late, while at this time last year business was at a standstill.

Inspired by the prevailing confidence in all lines of trade, the glass manufacturers have brought out many new shapes, designs and decorations, at a high cost. The market, in

fact, has not, heretofore, contained as many new things as are now obtainable, and there is no reason why all of them should not meet the judgment of the designers in becoming great and continuous sellers.

In the industry of cut glass are to be found some very fine goods and among those who are doing a large business just now is the United Cut Glass Co., whose line in New York City, is handled by Max Herbert, 42 West Broadway. The United people have been showing a large and attractive line at the Pittsburg exhibition, and taking orders in a most satisfactory way. Cuts of three pieces that have proved to be favorites, are presented in connection with this article, and it would appear that those who buy them know good designs when they see them. The oval berry dish, "radium," is a very classy piece and with its neatly scalloped edge



BUTTERFLY BOWL—IRVING CUT GLASS CO.

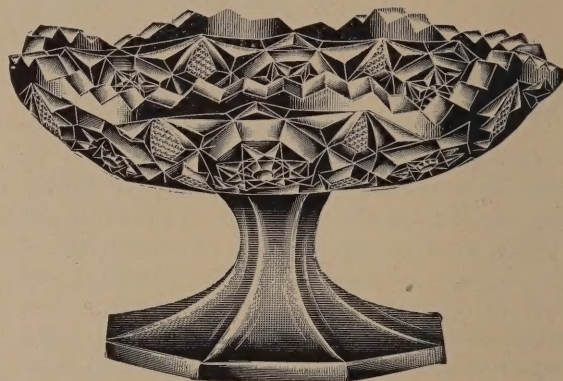


BUTTERFLY DECORATION WATER JUG AND TUMBLERS—IRVING CUT GLASS CO.

and gentle curves, is a decided ornament to any well set table. The 5-inch comport with star design, is a beauty, and has been made a favorite with the trade; note its unique shape and the finely curved lines of the bowl and base. The small cut shows an 8-inch comport displaying the x-ray design and is as pretentious a piece as the showroom contains. It is a seller on sight and has more than justified its makers in producing it in large quantities.

The Fostoria Glass Co., of Moundsville, W. Va., has done itself proud this season by placing on the market a superb line of pressed glassware, which is a splendid imitation of cut patterns. The line is large and varied and takes in all the desirable pieces for the table, as well as fancy goods. The showroom at 66 West Broadway, where John Nixon holds forth as agent, contains the new sample line and it is making a decided hit. The firing process through which the Fostoria glassware passes, gives it a brilliancy and sparkle that makes it appear like the real article, and it has class enough to be a welcome addition to any household. The new line of punchbowls has been accepted as the neatest the company has yet

made, both as to design and finish. Another neat little piece is a nappie with four partitions, made to hold olives, pickles, etc. It is entirely new and greatly admired. The patterns chosen this season are widely different from those of past seasons, a blending of stars being



LOW-FOOT JELLY DISH—FOSTORIA GLASS CO.



THISTLE DECORATION NAPPIE—IRVING CUT GLASS CO.

the present choice, that is so well thought of. Three Fostoria pieces are shown in these pages; one is known as a low-foot jelly. It is a snappy little article of beautiful design and the curved stem gives it a very artistic appearance. The handled custard cup is another article, with decoration somewhat over half way up, that comes under the classification of "something new." A large sale will be made on this, as it is one of those things that has only to be shown to win friends. The molasses, or syrup can, is a useful article for table service. Attention is called to its artistic lines and the manner in which the decoration has been applied. Even the handle has been considered, but in no way has it been overdone. The Fostoria's new goods are worthy on their merits alone; that this will prove a great season for them is the conservative opinion of their makers.

The United States Glass Company, of Pittsburgh, is again in the market with some fetching pieces of table glassware, that embody new

POTTERY AND GLASS

designs, decorations and shapes. As displayed at 29 Murray Street, New York City, where Mr. Irwin is agent, the line has created much favorable comment. In the row, as presented in the photograph, is shown a goblet of Colonial style. It is a very simple and shapely vessel with no decoration, except a star pattern on the foot. A syrup cup is also of Colonial style, 6 inches high, with two narrow bands about the neck and a silver plated metal top; the handle is decidedly beautiful in design. A celery jar comes next; it has the rock crystal effect and is 6 inches high and octagon-shaped. The decorations are daisies



PRESSED GLASS CUSTARD CUP—FOSTORIA GLASS CO.

and flower sprays; this is one of the finest pieces in the collection. A small tankard cream, $4\frac{1}{2}$ inches high, has the rock crystal effect, with daisy pattern and is octagon-shaped. The comport has an attractive shape and is decorated with daisies and flower sprays; at the base of the foot is a star. It is $6\frac{1}{2}$ inches high and 5 inches in diameter. At the extreme right is a Colonial cherry, or pickle jar, 6 inches high. There is no decoration, whatever, about it, being one of the new style, plain-panel pieces, that have come in favor of late.

A contribution from the Irving Cut Glass Company, of Honesdale, Pa., of which F. W. Reichenbacher at 25 West Broadway, is agent, gives an idea of what this concern is making in the way of new goods. There has been a great deal of originality introduced in making

this season's Irving line, which is readily observed in looking over the various pieces on Mr. Reichenbacher's show tables. In the selection of new goods for illustrating in this magazine, three very beautiful shapes were picked



OVAL BERRY DISH—UNITED CUT GLASS CO.

out. One of these is an 8-inch bowl with neatly scalloped edge. The decorations are three large butterflies alternating with a floral spray. The large illustration shows a water jug and six glasses, to which have also been applied the novel butterfly idea. The jug is a vessel of neat shape and nicely drawn lines. The third



NEATLY DESIGNED MOLASSES CAN—FOSTORIA GLASS CO.

piece is a nappie, 8 inches in diameter, and compares favorably with the bowl. The decoration is a thistle so well cut as to be readily distinguished at a glance. The reception given these new 1910 lines is very encouraging, both to the manufacturer and agent.

A neat, well set ad in your trade publication, will bring the same nourishment to you that a shower brings to parched vegetation. You cannot afford to keep out, if you would carry the prosperous business that favors he who marches in the procession, by letting the world know what you have to sell, by advertising it.

The truth that lies at the bottom of the well is apt to stay there.



TWO SHAPES IN 8 INCH COMPORTS—UNITED CUT GLASS CO.

MEMORIAL TO MARCELL KAHLE

At a special meeting of the Crockery Board of Trade of New York, to take action on the death of Marcell Kahle, it was ordered that a memorial be prepared and spread on the minutes, and that a copy be presented to the family. The Board resolved:

"Marcell Kahle had attained to a high place in the commercial world, and it was in his relation to business affairs that he was best known to us. His associates in this Board, in paying tribute to his memory, indicated his many remarkable and admirable traits of character. Quiet in his methods and unassuming in manner, pleasant and companionable, he had great force of character, was a wise counselor, an inspiration in conference, prompt, ready with suggestions based on a vast and remarkable fund of information, thorough and conscientious, a genius as a man of business and great in achievement.

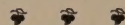
"In the death of a man so able, of such integrity, with such a gracious and kindly personality, we have sustained a real loss. To his family and those who had been closely associated with him we extend our sincere sympathy."

FOREIGN NOTES OF INTEREST

Some beautiful specimens of earthenware manufactured by the Consolidated Rand Brick, Pottery and Lime Co., Ltd., whose works are at Boksburg and Olifantsfontein in the Transvaal, were taken recently to Durban by Mr. Harold Emery. The industry has made great progress since it was established in 1907 by Mr. Cullinan, of Premier Diamond fame. Mr. Emery, who is an expert in this work, states that all the materials for making the clay are found in the Transvaal. The primary clay is found on the spot at Olifantsfontein, and is equivalent to the Devonshire deposits at Bovey Tracey and Torrington. The kaolin is found at Krugersdorp, and the silica is obtained from the South African Explosives Factory at Modderfontein. Having found the proper clay and ingredients, the company had only then to obtain the suitable combination of the various materials to make the finest class of earthenware. The result is now that they have one of the most modern and efficiently equipped potteries in the world. The company has gradually developed until it is manufacturing every class of pottery—excepting china—including wall tiles, floor tiles, lavatory basins and every kind of sanitary appliances, hospital ware, and general earthenware, in both fancy and useful goods.

Messrs. D. C. Roberts and Co., of Mold, England, have discovered a rich deposit of

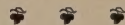
china-clay on land acquired by them at Llanarmon. The clay has been analyzed and tested, and proves especially suitable for the manufacture of high-class tiles and pottery.



In the course of excavations conducted by the Museum of Silesian Antiquities, at Ottitz, near Ratibor, a clayfigure, representing a nude female divinity, was unearthed in a Stone Age dwelling. The figure is over 4,000 years old, and is the most ancient representation of the human form in existence, says a Reuter Berlin telegram.



The Fitzwilliam Museum has just been enriched by the loan of a most interesting and valuable collection of English pottery and faience belonging to Dr. Glaisher, of Trinity College.



Mr. Bernard Moore, of Stoke, is said to have been awarded the Grand Prix at the Imperial International Exhibition, recently held in London, for pottery.

HEISEY'S 1910 CALENDAR

A. H. Heisey & Co., Inc., of Newark, O., manufacturers of high-grade glass tableware, hit upon a happy thought this year when selecting their calendar. It contains a reprint of a painting by Carl Weber, entitled "On the Farm." The scene is exceptionally well-planned; an old house with rickety fence hedging it in and surrounded by massive trees green with foliage, constitutes the central figure, while to the rear an old barn is apparent. On a wide expanse of ground, clothed with green verdure and blossoms, sheep are quietly grazing, while children playing among them are being watched by mother, occupying a position in the farm house door. A lake is in evidence in the distance and on its bank sitting on a stone, Dad is angling for fish, while Towser stands nearby watching the performance. The calendar is altogether a work of art and worthy of space on any wall, either at home, or in the office.

DAME NATURE AS A POTTER

Excellent natural pottery is manufactured by nature in the case of a certain cactus. Woodpeckers are apt to excavate nests in the trunk and branches, and, in order that it may protect itself against these incursions, the plant exudes a sticky juice, which hardens, forming a woody lining to the hole made by the birds. Eventually the cactus dies and withers, but the wooden bowl remains.

THE NEW O'GORMAN WEEKLY

The O'Gorman Publishing Company, 76 Park Place, New York City, on February 2, issued the first number of "The Pottery, Glass & Brass Salesman," a weekly devoted to giving the news of the field described by its title.

The publication has taken up the mission it assumes in a very earnest manner and presents the news of its several departments in a terse and entertaining way, interspersing the pages with many illustrations.

It is paying a tribute to the O'Gorman youngster, to say that it is prolific, breezy and promising, as a purveyor of news of the field. In extending congratulations, POTTERY AND GLASS accords its contemporary a hearty welcome and wishes it a long and prosperous life.

NEWLY INCORPORATED

The Glass Products Co., of Newark, N. J., to manufacture glass bottles and other glass articles, with a capitalization of \$50,000. Incorporators: J. F. Sisserson, J. A. Allen and H. L. Burrows, all of Newark.

The John G. Burley Pottery Co. of Crooksville, O., with a capital stock of \$60,000 to manufacture stoneware. The incorporators are John G. Burley, Frank M. Ransbottom, Robert J. King, N. J. Morrow and M. S. Elliott.

Collins Department Store Company of Kansas City: capital, \$10,000. Incorporators—Dora Collins, Cornelia Collins, Thomas Conkey.

Wesley Post of Brooklyn, N. Y. appears as a director of the Standard Art Glass and Metal Company, formed with a capital of \$10,000.

The Bitker Department Store company, Milwaukee; capital, \$80,000; Incorporators, J. L. Bitker, B. W. Ruben, and Sarah A. Bitker.

Stern Brothers, Manhattan.—General dry goods and department store, etc.; capital, \$750,000. Incorporators: B. F. de Frece, A. Untermeyer, T. L. Herrmann, New York City.

Fort Cobb Department Store, Fort Cobb; Okla., \$8,000; Otto Wray, F. Daniels, D. B. Daniels.

United States Cut Glass Co., Chicago. Name changed to C. J. Lawrence & Bro., Inc.

The Thatcher-Whittemore Glass Co., of St. Louis, Mo., which for many years has confined its operations largely to import business, has branched out and with enlarged facilities and complete stocks, has engaged in the general glass jobbing business.

The Syracuse Glass Co., of Syracuse, N. Y., has been organized for the purpose of carrying on a wholesale glass business. A. C. Cary is president and general manager of the company.

DIRECTORY OF PRINCIPAL ORGANIZATIONS ALLIED WITH THE POTTERY AND GLASS TRADE

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AMERICAN FLINT GLASS WORKERS' UNION.

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COSTLY CHINA REDISCOVERED

The most famous and costliest china dinner service in the world has been rediscovered after lying hidden for nearly a century. It is the celebrated service of 2,000 pieces made by Josiah Wedgwood of Staffordshire, for the Empress Catherine of Russia in 1774. Wedgwood received \$15,000 for the work, which hardly repaid him, but the value of the service, of course, has since enormously increased.

By the joint efforts of the Czar and Dr. G. C. Williamson, 800 of the pieces of the precious crockery have now been discovered stored away in the Peterhof palace, St. Petersburg. It has been known by tradition and description, but authorities on the subject declared that it has long since been destroyed.

Dr. Williamson, however, was determined to find what remained, for the purposes of a book he proposed writing, and applied direct to the Czar. His Majesty interested himself in the matter, had a thorough search made, and unearthed the 800 pieces. Some of them will shortly be exhibited in London.

This unique dinner service is decorated with 2,000 miniatures, all different, representing various landscapes, views, castles, ruins, bridges, monuments, etc., existing in England in the eighteenth century.

Don't borrow trouble. Enough will come to roost.

WANTED Help wanted and positions wanted, 5 cents a word.
No advertisement under twenty words.

WANTED—Position as designer, or work in designing, by designer with experience. Can furnish first class references. Address "Designer," care of POTTERY AND GLASS, 395 Fourth Avenue, New York.

WANTED—At once, several traveling men, some of whom to furnish horse and buggy, to sell retail merchants of South and Middle West on liberal commission basis, line of queensware, lamps, glass and holiday goods direct from manufacturers and importers. Splendid proposition for right men. Address with reference, J. M. ALLEN, Kingston, Tenn.

ENGLISH MANUFACTURERS are open to appoint agents for the various divisions of the States to sell High Grade Semi-Porcelain Dinnerware on import basis at laid down prices. Magnificent additional line for keen men with experience and established connections in the crockery world. Applicants must give fullest particulars of previous experience, reference, and state territory they desire to control. Address "English" care of POTTERY AND GLASS, 395 Fourth Ave., N. Y. City, N. Y.

Clothes may not make the man but they will make the man comfortable and the public like best to do business with a man who is well dressed and looks prosperous.

Advertising the truth may be expensive, but compare its cost with that of advertising untruth and you will find it much the cheaper.

CAULDON CHINA

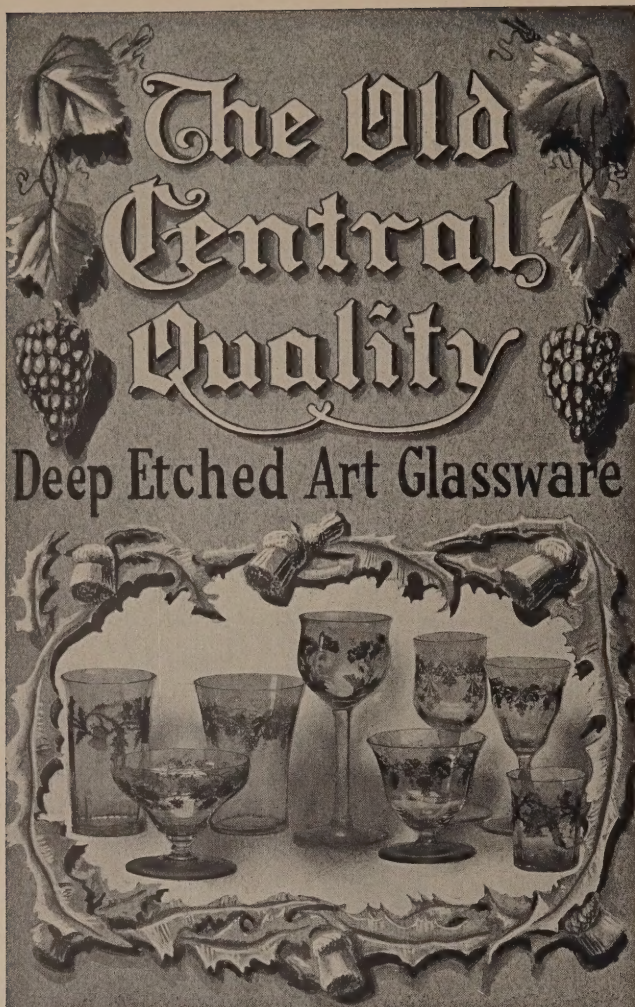
EDWARD BOOTE

46 WEST BROADWAY, NEW YORK

Sole agent for the United States and Canada

The new samples are now on display. We invite an early inspection of the line, which is larger, handsomer, and more varied than ever before

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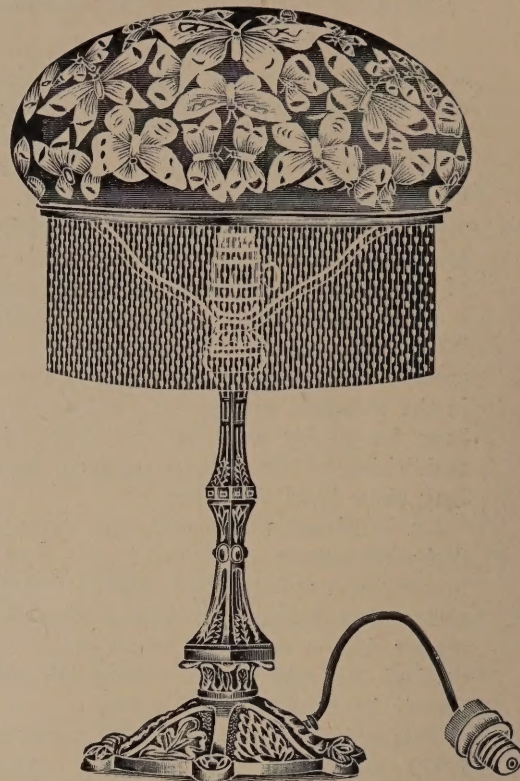
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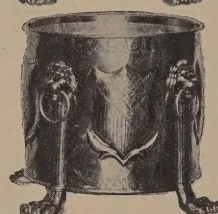
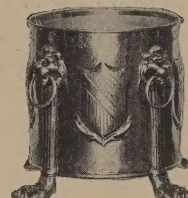
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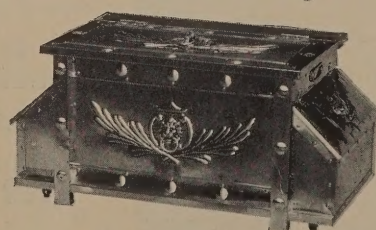
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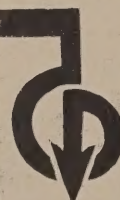
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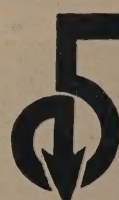
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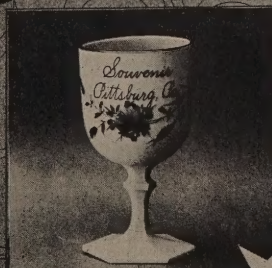
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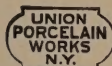
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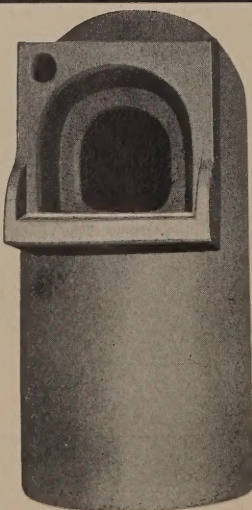
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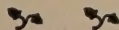
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